Board of Trade Journal

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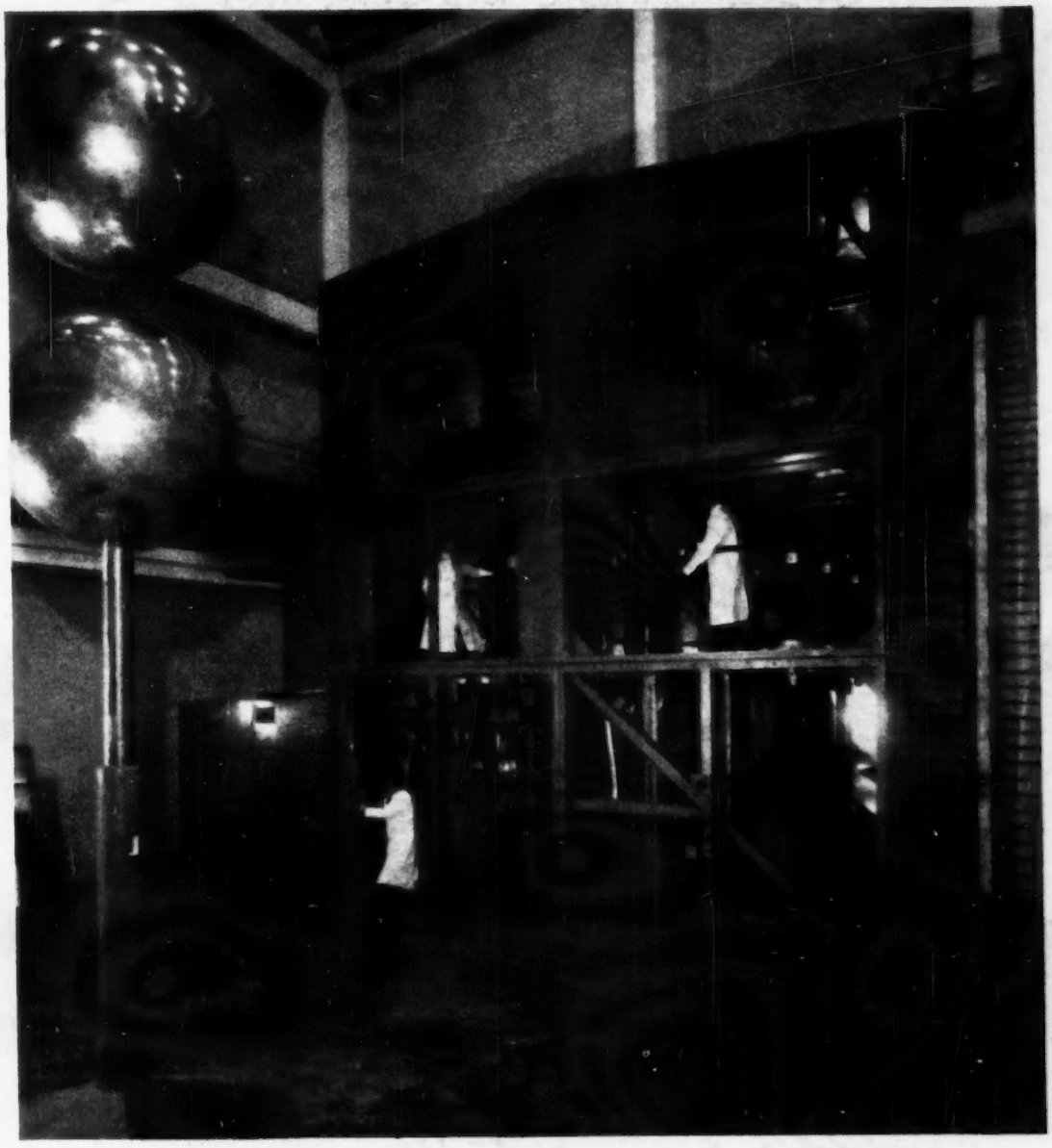

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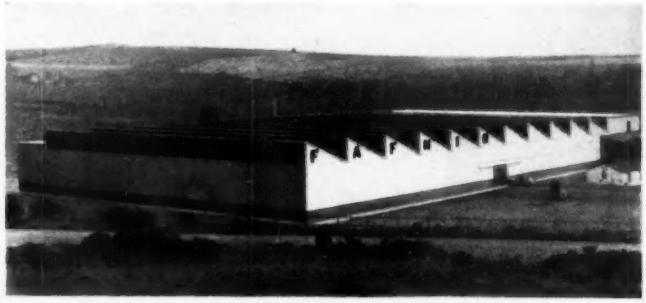

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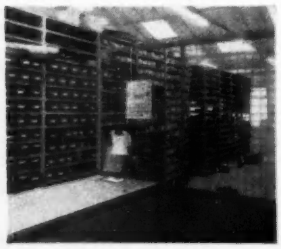
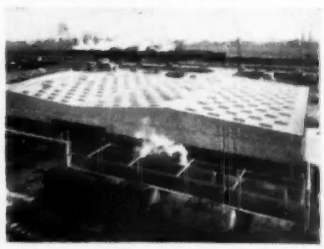


Rail tank car repair building at Shell Refinery Company's Stanlow refinery, Cheshire.



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Front cover photograph

The world's first 66kV package station being set up for test purposes in the new South Wales Switchgear Research and Development Centre at Blackwood, Monmouthshire. The unit, which was ordered by the China Light and Power Company, is seen in the high voltage test bay and on the left is a sphere gap used in connection with the impulse generator. It is anticipated that the package station will be delivered to Hong Kong, for use in the Crown Colony's public electricity supply, this summer.

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A plan to expand world trade

Mr. Edward Heath at the United Nations Trade Conference at Geneva.

'WE ARE all here to see what must be done to expand world trade,' said Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development at the 19th plenary meeting of the United Nations Conference on Trade and Development at Geneva on April 6. 'Thus we can speed up economic development. Together we face the intolerable problem of poverty in the world. We are determined to find ways in which trade and growth can help to end it. This conference is the greatest collective effort that mankind has yet made for this purpose. It must be made to succeed. What is required for this is firmness of will and generosity of spirit.

'Mr. President, it is over so momentous a gathering that you have been called upon to preside. I add my congratulations to the many which you have already received and offer you our best wishes for the success of your efforts. As I intend to show, my delegation will contribute all it can to help you in your difficult task. The United Kingdom is firmly committed to the objectives of the conference. We ourselves know well how closely trade and development are linked. Our whole economic history has been bound up with the expansion of international trade.

'It was through world-wide trade that our own industrialization prospered. We have been for centuries one of the world's greatest trading nations. Today our currency provides the means of financing about a third of world trade. Moreover, we in Britain have a very deep understanding of the problems with which this conference is concerned, for we have long had close ties with countries at all stages of economic development.

'The developing countries have many special trade problems. They depend heavily on exports of primary products and they greatly need imports of capital equipment for development. Most of them suffer seriously from lack of diversification in their economies. Dr. Prebisch and his colleagues in the Secretariat have undertaken an interesting analysis of these problems and we are all most grateful for it. I would like to assure Dr. Prebisch that he never fails to stimulate and influence us, even though we cannot always agree entirely with him.

'The distinguished delegates of developing countries have stressed the fact that their trade has been rising at under half the rate of that of the developed countries. I share their concern. Trade is a major instrument of development. We agree that measures are needed to expand and diversify their exports, to enlarge their markets in the developed countries, to stabilize commodity prices, and to increase trade among the developing countries themselves.

'We in the United Kingdom have had real experience of the relationship between trade and development. We are a major market for all kinds of products from the developing countries. After being the greatest exporter of cotton textiles in the world we now import as much as 32 per cent of our total consumption of cotton textiles from developing countries. In 1963 we bought goods worth nearly 4½ thousand million dollars from developing countries. This was more than 30 per cent of our total imports. The products of developing countries have achieved their position in our market because they have easy access to it. The scale of their success has depended on the fact that our market is a large and growing one. We have abolished nearly all our import restrictions. The products of the developing countries of the Commonwealth enter free of import duty, and most of them enjoy tariff preferences. They include not only food and raw materials but also semi-processed goods and manufactured products. Mr. President, 620 million people – more than half the population of the developing countries represented here – are within the Commonwealth and enjoy these rights. These policies for increasing trade have already contributed enormously to economic growth in developing countries. We would like to join with other countries in carrying them further.

Before going on to speak at Geneva Mr. Edward Heath visited the British Industrial Fair at Barcelona (see page 785) and is seen at the Yorkshire Imperial Metals stand.

'I have stated these facts frankly at the beginning of my speech. I want to make it clear how deeply we feel ourselves involved in the problems of this conference. I want to show that we are equipped to offer constructive and practical suggestions for dealing with them.

Three basic considerations

'Mr. President, I speak towards the end of this plenary debate. I would like to draw out some of the strands of thought which have been running through the wide-ranging speeches that have been made.

'Two basic considerations have been emphasized by many speakers. First, all of us here have a common interest in achieving the aims of this conference. It is our conference: it belongs to every one of us. Secondly, there is an immense diversity in the problems with which we are faced. This requires a wide variety of techniques to achieve a satisfactory solution. To these I would add a third consideration. Trade and development are of their nature not static but dynamic. It is to a developing world economy that we must look for the improvement of conditions in the developing countries.

'Let me deal with each of these in turn. Our common interest in the success of this conference reflects the realities of the world economy. We in the United Kingdom know that it is to our advantage no less than to that of the developing peoples that their standards of living should rise, that their trade should expand, and that their development should be accelerated. It is in all our interests that they should prosper, because they are a large and potentially growing part of total world demand. It is in all our interests that they should have greater stability because peace is indivisible.

'Conversely, growth in the industrialized countries means expanding markets for the developing countries. It means additional

resources for investment, aid, and technical assistance. Let me make it clear that in this speech I am concentrating on trade. But increases in aid will remain essential and my Government will continue to do all it can in this field. Above all, expansion in the developed countries makes it easier to carry through the changes in their economic structure which must follow changes in the international division of labour and the trade which flows from them.

'Some delegates have suggested that this is a two-sided conference. It is not. Nor must it become a confrontation of rich and poor, north and south, old and young. This is a joint enterprise. As the distinguished delegate from Ethiopia said, it should lead to a future of fuller co-operation and greater inter-dependence. Our aim is to create jointly new trade and new wealth. It is not enough merely to divert trade or transfer wealth from one group to another. Our purpose must be to share a common prosperity.

'The second basic point which has emerged is that the developing countries and their problems differ greatly one from another. It is of course true that the developing countries have much in common. It is, therefore, natural that they should make common cause, as they have done in promoting this conference. But they differ in the structure of their economies as well as in their size. They differ in the degree of their dependence on trade and in the types of trade on which they depend. They have differed recently in their economic growth. Some have grown by nearly five per cent annually per head. Alas, some have declined. Even when some countries share many of the same economic characteristics, their political or social circumstances may be very different. When the point comes for producing specific solutions we need policies which are directed to specific problems, or can be adapted to a wide variety of economic situations.

'The third consideration which I would like to add to those which have emerged from the debate is that economic development in rich and poor countries alike is a dynamic process. All the elements which make up the world economy are in a state of constant change. They are continually interacting one on the other.

'In his report and speech, Dr. Prebisch has attempted to identify the economic laws underlying these changes. He argues that the existing rules of international trade take no account of fundamental differences in structure between the developed and the developing countries; that these differences tend to lead to a continuing deterioration in the terms of trade of primary producing countries and a redistribution of income to their disadvantage. It is true that the terms of trade of most of the developing countries deteriorated during the 1950s. Many speakers have vividly described what this meant to their peoples in human terms. On the other hand their terms of trade have generally improved during the last two years. No one can yet say whether this is merely an interruption of the previous trend or a reversal of it. Indeed Dr. Prebisch himself has stated in his speech that he cannot tell. The question, therefore, to my mind is whether we should seek to draw final conclusions from these particular movements based on some underlying causality or whether we should adopt some less ambitious approach. My belief is that we should deal with these individual problems as they exist today and as they develop in the future, without necessarily trying to find rules of permanent and universal application. My general conclusion is that, given the limitations on our ability to predict the future and on the total resources at our disposal, we should adopt a pragmatic approach in deciding what particular measures are required to meet the differing needs of the developing countries.

'To be practical, our policies must be flexible enough not to obstruct economic evolution. Let us not seek to impose on the future a rigid adherence to some historic pattern of trade or prices. Let us work with change and not against it.

'The problems which we have to face, Mr. President, are not the fault of a few. Neither can the solution lie only in the efforts of a handful. To suggest this is to shirk the real issue. The basic problem is to wrest a decent living from nature for a rapidly growing world population. We stand at the point in history when this problem is more acute than ever before; when it is more widely recognized than hitherto and when for the first time humanity has in its hands the means of solving it. The fundamental answer is, as I have said, the continuous creation of new economic resources. The path of economic development is a hard one. All those of us who have travelled some way along it should join in making it easier for those who follow.

Some specific issues

'I turn from these broad themes which have emerged from the debate to some more specific points made by previous speakers.

'Many distinguished delegates have expressed their belief in the benefits of a liberal trade policy. A particularly valuable point in this connection was made by the distinguished delegate of Belgium who referred to the disadvantages inherent in negotiating bilateral agreements when the weak had to bargain with the strong on terms which were only nominally equal. Some distinguished delegates of countries with centrally planned economies have made statements that their governments do not exclude the possibility of concluding multilateral trade agreements. We, in Britain, base our trading policies on the principle of multilateral trade and payments. Indeed by the pursuit of these policies we help some important state-trading countries to buy more from developing countries. I therefore welcome these statements. I hope they can become a reality.

'For our part we are working wholeheartedly in the Kennedy Round in the GATT for the 50 per cent linear cut in tariffs and the reduction of non-tariff barriers. We attach the greatest importance to the success of these negotiations. This should benefit the developing countries without requiring equivalent concessions from them. Thus the United Nations Conference and the GATT negotiations are complementary. If both achieve the success we all desire, this, as the distinguished delegate of Canada so rightly said, would be a major accomplishment.

'Much has also been said about commodity problems. Here there has been a difference of emphasis. Some countries believe that commodity agreements are possible for a large number of products. They take an optimistic view of what can be done about raising the level of prices. Others adopt a more restrained attitude. There has been a general consensus of opinion, however, that progress in this field is an essential component of the solutions we are seeking. I shall say more on the United Kingdom position later in my speech.

'Many references have also been made to institutional arrangements. Here the differences of view are rather wider. I will explain our own attitude more fully later. At this stage I will only comment on the suggestion that the GATT should be made universal, and in particular that it should include the countries with centrally planned economies. The GATT is basically a system of rights and obligations appropriate to the trading methods of countries with market economies and accepted by them to govern their trade relations with one another. It is proving sufficiently flexible to accommodate many developing countries whilst at the same time taking account of their special needs. But in this connection the question is really this: can other industrialized countries, although they have centrally planned economies and quite different trading methods, carry out the obligations of the GATT in such a way as to entitle them to its full rights?

'Finally, Mr. President, I was greatly impressed by your own reference to a new element in the situation, namely the rapid rate of increase in the population of the world. This is indeed a factor of the utmost importance. The paper submitted by the Secretariat which discusses recent trends in the gross domestic product of the developing countries is most interesting. It shows very clearly how rapid population growth, perhaps more than any other factor, can make the struggle against world poverty longer and more arduous.

'These, Mr. President, are the themes to which I wish to draw the attention of this great assembly.

'What now should be done?

General tasks

'Before I make a number of specific suggestions there are some preliminary comments of a general nature which I should like to make about the tasks facing both the developed and the developing countries.

'In the developed countries we must work in the interests of all nations to achieve and maintain high rates of economic growth. That is self-evident. We must also try to ensure that our policies do not disturb the international payments system. We are already working together in the IMF towards solutions to the problems of international liquidity in both their short- and in their longer-term aspects. Both Dr. Prebisch and M. Schweitzer have emphasized the importance of this subject to the developing countries. We agree with this and hope that the discussions will be fruitful.

'These are important tasks for the developed countries. But we recognize that the developing countries have still greater responsibilities. Even if every constructive proposal which has been or will be made at this conference were to be immediately implemented, many of the basic problems of economic development would remain. If this conference is successful it can improve the conditions in which the developing countries have to work. It can create the opportunities for them to seize. The rest is up to them. Those countries who most effectively pursue their development policies and most successfully adapt their social and economic structures to

change will reap the greatest rewards. Many developing countries have already made great advances often in conditions of extreme difficulty. They deserve our admiration.

Ten key points

'Now I come to my specific suggestions.

'There are *Ten Key Points* which in our view should receive the particular attention of this conference. They take account of discussion in other organizations, and particularly in the GATT. In our view they offer the greatest hope of practical progress.

'I commend these points to the consideration of all countries participating here, regardless of their social and economic systems. Different formulations may of course be needed for some of them to accommodate advanced centrally-planned countries. We have already said something about this in the paper we submitted originally to the Preparatory Committee and have now re-submitted to the conference.

'The first six of my ten points are concerned with the freeing of trade. They are these:

'Point one, there should be a *Standstill on New Barriers* to the trade of less-developed countries in products which have been identified as being of particular interest to them.

'Point two, *Quantitative Restrictions* adversely affecting the trade of developing countries should be ended.

'Point three, the *Removal of Duties on Tropical Products*.

'Point four, the *Removal of Duties on Primary Products* imported from developing countries.

'Point five, the *Reduction of Tariffs on Semi-processed and Processed Products* imported from developing countries.

'Point six, the *Ending of Internal Taxes and Revenue Duties* applying specifically to products wholly or mainly produced in developing countries.

'These points were considered by Ministers of the GATT when they met in this building last May. In the formulation and application of such points as these, the GATT is providing invaluable services to the interests of developed and developing countries alike. Of course we recognize that policies of governments cannot be changed overnight. Some of us may need to deal in special ways with individual problems or particular responsibilities either domestic or international. But the time has come for action. Let us now get on with it.

'My remaining four points deal with action designed to give special forms of assistance to the trade of developing countries:

'Point seven, the *Granting of Preferences by the Developed Countries*. Surely we ought all now to be willing to move more quickly in reducing import duties on goods from developing countries than we may be able to do in trade among ourselves. We in Britain are prepared to extend tariff preferences to all developing countries. The preferences we give at present are designed for the benefit of Commonwealth countries. These countries might suffer by sharing them with others unless they obtained compensating advantages in other markets. We should therefore need to act in concert with the other major industrialized countries to ensure that this is brought about. Moreover, where present preferences are the subject of agreements with Commonwealth governments, we could not act without the consent of those governments.

'Such an extension of the arrangements for tariff preferences must not be allowed to impede the general reduction of tariffs among developed countries on which the continued expansion of international trade so largely depends. Preferences should therefore be created, not by raising tariffs against other countries, but by lowering or abolishing tariffs for developing countries.

'Point eight, the *Exchange of Preferences Among Developing Countries*. We share the general view that countries can benefit greatly through regional economic co-operation. It need not be confined to formal economic unions. It should be flexible so that co-operation can take place in specific fields as necessary: in planning, in the exploitation and use of natural resources, in industry, in communications, or in commercial policy. The Regional Economic Commissions have an important part to play in devising the appropriate patterns of economic association in their particular regions. We shall support constructive proposals designed to help developing countries by means of an exchange of preferences among themselves.

'Point nine, the *Stabilization of Commodity Prices*. We recognize the great importance attached to this subject. We already take part in all five existing international commodity arrangements. We believe that the first essential is to secure maximum effective demand for commodities. Agreements, therefore, should cover the problem of access to markets as well as that of prices. This view has been widely endorsed in the debate.

'We agree that prices should be stabilized at equitable and remunerative levels. But, as many speakers have warned us, they should not be so high as to lead to over-production in the producing countries or substitution or autarkic policies in the consuming countries. They should be stabilized at levels which encourage the development of new markets and the growth of consumption.

'Such agreements should aim to prevent the prices of commodities wholly or mainly produced in developing countries, from falling to levels which could disrupt the economic development of those countries. To this end a floor should be provided to the prices of these commodities. The United Kingdom is prepared wherever practicable to co-operate in multilateral agreements of this kind.

'Point ten, *Supplementary Financial Assistance*. We recognize that balance of payments problems may arise in developing countries which call for special measures of assistance. Sharp falls in the export earnings of less developed countries, such as have occurred from time to time in commodity trade, can be disruptive of development. The IMF offers certain facilities to meet the short term effects of such falls. A number of schemes have been suggested for compensatory finance in forms going beyond short term balance of payments support. In our view those hitherto proposed raise substantial difficulties. However, there is a risk that development may be disrupted as a result of longer-term adverse movements in export receipts. In the distribution of the aid which we in the developed countries make available, whether bilateral or multilateral, we should perhaps take more account of these risks. I hope that as the conference proceeds my delegation will be able to offer some suggestions.

Conclusion

'Mr. President, these are the ten points to which my Government attaches the greatest importance. How are we to make progress on them? How should the conference set about evolving practical solutions? How should we envisage action continuing after the conference is over?

'First of all it is time for the main committees of the conference, which are manned by experts in their specialized fields, to get down to practical work. We do not want a repetition in the committees of general statements made in the plenary session. There is no time to spare for that. We hope that the committees will turn their attention quickly to the consideration of specific points.

'Secondly, how can the impetus which this conference will give to action in the field of international trade best be carried forward? In our view, the conference will most speedily achieve its purpose if it guides and stimulates the work of existing bodies. These bodies have the practical experience. They are used to translating broad ideas into workable plans.

'This raises the issue of future institutional arrangements for dealing with trade. GATT has been criticized severely by some distinguished delegates. Others, such as the distinguished Director-General of the FAO, have said that lack of progress is not due to inadequate machinery. Yet others, including the distinguished delegate from India, whilst saying there was room for improvement, thought that the GATT was doing a good and essential job. We agree with those who think the GATT is a necessary and valuable instrument for co-operation in world trade. Let us not forget the situation before the second world war when there was no means of bringing order into world trade. After the war by contrast the GATT provided a framework for its expansion.

'It is true the international scene has changed since then. Many new nations have come into existence. But this does not mean that GATT should be superseded, or swept aside for some untried new body. The wise course is to ensure that the GATT continues to evolve and becomes a more effective instrument for dealing with the trade problems of the developing countries. Among these problems is the relationship between trade and development planning. Much is already being done. Much can be reasonably expected from the GATT, and from co-operation between it and other inter-

national institutions. We should be opposed to any elaborate scheme for a new world trade organization. At the same time we recognize that some improvements in institutional arrangements may be necessary. We would like to see the nature of the policies emerging from the conference before we form firm views on the details of the institutions which can best serve them.

'Finally, Mr. President, let me emphasize the need for realism. This is a very large conference. It has a vast programme of work. It has many proposals to consider, some of them of the highest complexity. We cannot expect it to solve all the problems facing the developing countries in this short period of twelve weeks. This conference should be regarded rather as a stage in a continuing effort. The conclusions it reaches will not provide the final test of its success. Even more should it be judged on whether or not international policies in the field of trade and development are seen to be moving in the right direction. Together we can ensure that they are. Let us now get them moving towards greater prosperity, greater equality and greater happiness for all mankind.'

EFTA Topics: a new quarterly digest

THE EFTA Information Centre in the Board of Trade, which was established in February last, has just published the first issue of a new quarterly digest entitled *EFTA Topics*. The publication contains extracts of informative material about activities and attitudes connected with the Association and its member countries, gathered from all sections of the Press, speeches and a variety of official publications. A short diary of dates relevant to EFTA activities and a bibliography giving details of sources used and where they may be obtained is also included.

Since EFTA's progress towards freer trade in industrial goods has been so effective, the Association is now well ahead of its original schedule. Protective import duties between member countries now stand at 40 per cent of their January 1960 level and by the end of 1966 will have been eliminated. As the target of complete free trade is approached, it is increasingly important that EFTA's aims and achievements should be made more widely known. It is hoped that *EFTA Topics* may contribute to this and in addition bring to the attention of those interested the sources of information and advice available. Copies: Free from the EFTA Information Centre, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2479/2480).

Gold reserves in March

H.M. TREASURY announced on April 2 that the gold and convertible currency reserves rose by £12 million to stand at £950 million on March 31.

Cotton Board appointments

MR. EDWARD HEATH, Secretary of State for Industry, Trade and Regional Development, has appointed the members of the Cotton Board for the year beginning April 1, 1964. The membership of the Board for the coming year will be:

Mr. Frank Rostron – Chairman and independent member of the Board.

Mr. James Broatch – Deputy chairman and independent member.

Mr. W. T. Winterbottom – Representing the interests of persons carrying on the business of spinning and doubling.

Mr. G. H. K. Rae – Representing the interests of persons carrying on the business of converting.

Mr. J. M. H. Grey – Representing the interests of persons carrying on the business of weaving.

Mr. L. Sharp – Representing the interests of persons employed in the finishing section of the industry.

Mr. L. T. Wright – Representing the interests of persons employed in the weaving section of the industry.

Mr. J. King and Mr. J. W. Whitworth – Representing the interests of persons employed in the spinning and doubling sections of the industry.

Mr. R. T. Alcock has been appointed at his own request for a period of three months beginning April 1, 1964, to represent the interests of persons carrying on the business of finishing. There is one vacancy for an independent member of the Board.

Special Committee of the Cotton Board

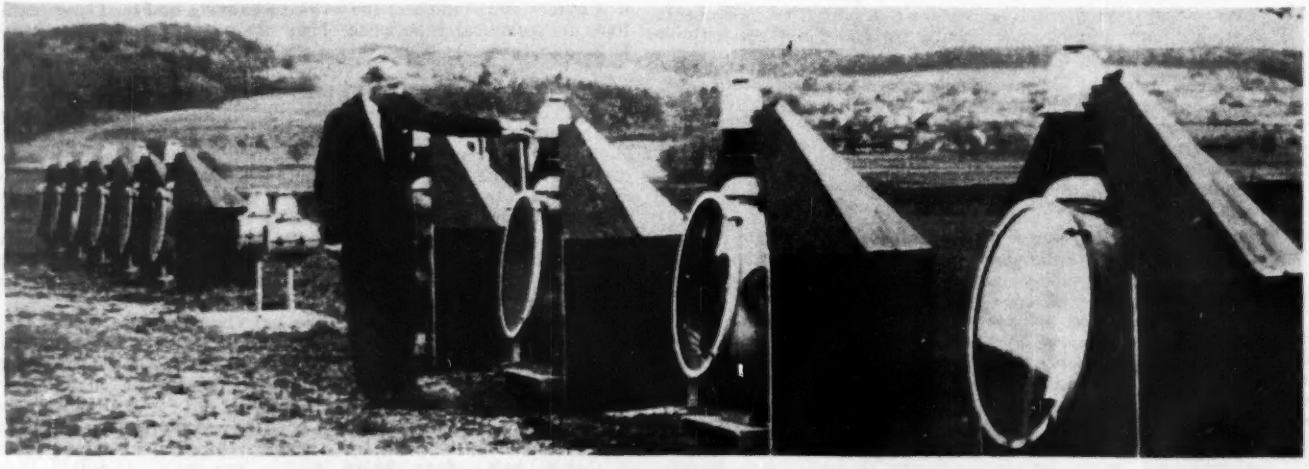
The members of the Special Committee for the year beginning April 1 are the chairman and other independent members of the Cotton Board and Mr. L. Forden and Mr. J. C. Robinson.

Mr. G. H. K. Rae is a new member of the Board in place of Mr. G. D. Hughes, who has resigned. Mr. J. C. Robinson has resigned as an independent member but is continuing as a member of the Special Committee. He has not yet been replaced as a member of the Cotton Board. The other members have all been reappointed.

Notes:

The Cotton Board is a development council established under the Industrial Organization and Development Act, 1947. It comprises four persons representing the interests of members carrying on business in the industry, four members representing the interests of persons employed in the industry, and three independent members, including the chairman. All members are appointed by the Secretary of State for Industry, Trade and Regional Development. Mr. Frank Rostron was appointed the chairman of the Cotton Board on January 1, 1963. Mr. Broatch was also appointed on January 1, 1963, and was formerly Director-General of the Cotton Board. Mr. G. H. K. Rae is a director of Glazebrook, Steel & Co. Ltd., Manchester.

British equipment at Zurich airport



Screens of Plessey radar absorbent material fitted to the lamps of No. 3 crossbar of the Calvert lighting system at Zurich airport.

The Board of Trade stand at the recent National Exporters' Conference which was organized by the Bristol Junior Chamber of Commerce and opened by Mr. Edward du Cann, Minister of State, Board of Trade. The stand was used to display H.M. Government's aids to exporters. From left to right are: Mr. J. P. G. Weston, President of the Bristol Junior Chamber of Commerce and Shipping; Mr. H. Birtles, Director, Export Services Branch, Board of Trade; Mr. E. G. McWatters, chairman, John Harvey & Sons Ltd.; and also one of the conference's chairmen; Mr. J. G. Hordle, chairman of the Bristol Junior Chamber; and Mr. M. Weber, Controller, Board of Trade South Western Region.

Transfer of Board of Trade functions under War Damage Act

ONE EFFECT of the recent introduction of the War Damage Act, 1964, is that the remaining functions of the Board of Trade in relation to the payment of compensation for war damage to business and private chattels under the War Damage Act, 1943, are to be transferred to the Commissioners of Inland Revenue as from October 1 next.

Most claims were settled immediately after the war and the Board's work was virtually finished many years ago. There are, however, two classes of chattels claims which are occasionally revived:

(i) claims which were erroneously included with claims for damage to buildings and land and which come to light only when the building claims are being dealt with; and

(ii) claims which have been assessed but not paid – mainly because the claimants failed to notify the Board of changes of address subsequent to the assessment dates.

The Act also prescribes time limits for all outstanding claims; claims for goods and chattels which have been presented but not paid by October 1, 1974, will automatically lapse unless the responsibility for the delay in payment rests with the Inland Revenue.

Another effect of the 1964 Act is that the War Damage (Mutual Insurance Funds Unclaimed Balances) Account is shortly to be wound up. The small sum remaining in this Account is the residue of certain war damage premiums paid by policy holders of some mutual insurance associations formed at the beginning of the war to insure against war risks to property. These associations were wound up under the War Damage Act, 1941, and the funds distributed to the policy holders, but a relatively few policyholders could not be traced and the unclaimed moneys were paid into this special account. Repayment can still be made if application is made to the Board of Trade before October 1, 1964.

Change of address of ECGD Manchester office

THE Export Credits Guarantee Department's North Western Regional Office at Manchester has moved to new premises at Cheshire House, 18–20 Booth Street, Manchester 2. (Tel. Central 8861, Telex 66756).

Note:

The addresses of ECGD Local Offices were last published in the *Board of Trade Journal* of January 31, 1964, (page viii).

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

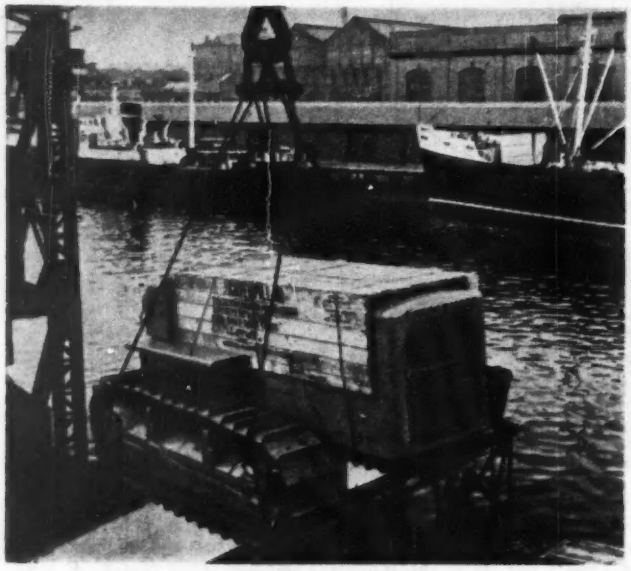
Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to the Board of Trade (Tariff Division), 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by April 24, 1964.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.02	1 : 2-Dichloroethylene .	As in previous column .	December 31, 1964	6455
29.04	*n*-Propanol . . .	As in previous column .	December 31, 1964	6420
29.13	14α : 17α : 21-Trihydroxypregn-4-ene-3 : 20-dione.	14α-Hydroxy compound S (14α, 17α, 21-Trihydroxypregn-4-ene-3, 20-dione) or (14α-17α-21-Trihydroxy progesterone	December 31, 1964	6444
29.22	7-(3-Methylaminopropyl)-1 : 2-5 : 6-dibenzocycloheptatriene hydrochloride.	3-(3-Methylaminopropyl)-1 : 2-4 : 5-dibenzo cyclohepta-1 : 4 : 6-triene hydrochloride.	December 31, 1964	6436
29.25	Ethyl *N*-3-(1 : 2-5 : 6-dibenzocycloheptatrien-7-yl) propylmethylcarbamate.	3-(3-N-Carbethoxy-methylaminopropyl)-1 : 2-4 : 5-dibenzocyclohepta-1 : 4 : 6-triene.	December 31, 1964	6435
73.14	Iron or steel wire of a diameter not less than 0·049 inch nor more than 0·151 inch, and having a coating of nickel of not less than 0·0001 inch in thickness.	Nickel covered steel wire .	December 31, 1964	7297

Export activity



One of a consignment of thirteen Caterpillar tractors and twelve scrapers which were shipped recently from Glasgow Docks on board the vessel 'Irish Larch' to the Agricultural Development Corporation of West Pakistan. The order is for 28 tractors, 24 scrapers and four bulldozers worth approximately £500,000. The tractors are being manufactured at the Caterpillar Tractor Co. Ltd.'s Glasgow plant, while the scrapers and the bulldozers are being produced at the Newcastle plant.

Mr. Veli Rahikainen, Director of Construction for the Port of Helsinki; and Mr. L. Seppaenen, of Axel von Knorrings, Tekniska Byra, the Finnish distributors of Priestman Brothers Ltd., seen during a recent visit to the firms works at Hull when negotiations for the purchase of a 'No. 1000' size Priestman diesel driven grab dredging crane were successfully concluded.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

London company takes two big Ulster factories in three-and-a-half months

THREE-AND-A-HALF MONTHS after starting production in Northern Ireland the Klinger Manufacturing Co. Ltd. of London has now decided to lease a second advance factory built by the Northern Ireland Ministry of Commerce. The new factory covers 70,000 sq. ft. and is situated at Larne, County Antrim, some 20 miles from the company's present plant at Ballymena.

Klinger began their first Ulster venture in early December last year when the first machine arrived at their 30,000 sq. ft. Ballymena factory. Within seven days the plant was on stream, processing synthetic yarn 24 hours a day. In addition to leasing the new Larne factory, the company propose to more than double the size of their Ballymena plant.

Imports of butter

THE BOARD OF TRADE announce that, after consideration of the estimates of the availability of butter by supplying countries, they have agreed to authorize imports from the following countries during April and May in excess of their basic quotas, as shown:

	(Tons) *April*	*May*
Austria		100
Finland	400	1,200
France	1,080	1,080
Irish Republic		500
Netherlands		200
Norway	345	445
Poland	550	500
Rumania	325	100
Sweden	600	600
Uruguay	200	200
Total	3,500	4,925

The following countries have been authorized to deliver in April against unfulfilled portions of their 1963/1964 quotas the amounts shown:

Austria – 250 tons
Sweden – 500 tons

Note:

Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, announced on February 28, 1964, that control over the import of butter would be continued for a further period of twelve months from April 1, 1964, and that the basic quota would be raised from 410,000 tons to 420,000 tons (see *Board of Trade Journal* of March 6, 1964, page 496).

Anti-dumping duty application on maleic anhydride

THE BOARD OF TRADE give notice that they are considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of anti-dumping duties on maleic anhydride imported from Austria, France and the Federal Republic of Germany.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than April 24, 1964. A statement of the applicants' case will be made available to interested parties who wish to make representations in the matter and who give an undertaking to treat the information contained in the statement in confidence and to allow their comments to be passed to the applicants for reply. Requests for a statement of the case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, Room 557, 1, Victoria Street, London, S.W.1.

Rubber stockpile disposals

SEVEN HUNDRED and forty tons of rubber from the Board of Trade's stockpile has been sold this month for delivery as follows:

April	85 tons
May	340 tons
June	10 tons
July	305 tons

There is now approximately 1,250 tons of rubber remaining in the stockpile.

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,957	—	16,034	15,212	15,212	9,095	3,486	922	699	591	1,205				
1959	103	105	106	105	104	95	108	94	114	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	125	129	114	+392	+520	+48	+37
1961	112	114	122	115	111	100	129	130	133	137	121	+297	+230	+36	+ 4
1962	112	115	126	122	112	101	127	119	126	140	124	+113	+ 33	+22	+40
1963	116	119*	134	128	117	103	129*	107	131	143	132	+150*	+ 89	+15	+27
1962															
3rd quarter	112	116	127	122	113	101	128	116	130	146	123	+ 57	+ 15	+23	+10
4th quarter	113	115	130	124	114	101	125	111	124	137	124	+ 10	— 9	+ 9	+25
1963															
1st quarter	112	112	129	124	113	101	115	104	124	101	118	— 20	+ 56	—16	— 3
2nd quarter	116	117	131	127	116	102	129	109	129	149	129	+ 42	— 9	+22	— 3
3rd quarter	116	121	136	130	119	105	134	106	130	159	138	— 34	— 33	—19	— 8
4th quarter	122	124*	138	131	119	105	138*	108	140	162	144	+162*	+ 75	+28	+41
1963															
August	..	121	..	..	..	106	..	..	..	..	..	..	..	..	..
September	..	121	..	..	..	105	..	..	..	..	..	..	..	..	..
October	..	123	..	..	..	104	..	..	..	..	..	..	..	..	..
November	..	124*	..	..	..	104	..	..	..	..	..	..	..	..	..
December	..	125*	..	..	..	106	..	..	..	..	..	..	..	..	..
1964															
January	..	126*	..	..	..	107	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	103·3	305	— 32	..	213	+ 1	..	117	116	— 10
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+102
1963	135*	118*	121·7	+2·0	104·5*	122·0*	141·3	502	+ 83	..	144	— 5	..	129	128	+121
1962																
3rd quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 18
4th quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 40
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 71
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 30
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 14
4th quarter	135*	118*	122·1	+2·1	106·1*	122·6*	143·3	450	+ 22	+50	157	Nil	—34	135	132	+ 6
1964																
1st quarter								445*	— 5*	+42	182	+25	— 5			
1963																
August	127	100	121·0	+1·3	104·1	122·0	141·5	430	+ 6	+10	153	— 7	— 9	127	133	..
September	130	100	121·4	+1·8	104·1	122·2	141·7	430	Nil	+11	158	+ 5	— 7	135	131	..
October	132*	111*	121·8	+2·3	104·9	122·3	141·7	448	+ 18	+27	160	+ 2	—12	130	129	..
November	133*	120*	122·2	+2·2	106·5	122·5	143·0	456	+ 8	+19	157	— 3	—16	135	129	..
December	135*	118*	122·4	+1·8	106·8*	123·0*	145·1	447	— 9	— 1	155	— 2	—11	142	137	..
1964																
January	138*	119*	123·0	+1·9	107·8*	123·4*	145·4	471	+ 14	+41	166	+11	— 1	146	123	..
February			123·1	+1·2	108·6*	123·5*	145·7	451	— 20	+ 2	178	+12	+ 6	144	139	..
March								413*	— 38*	—19	202	+24	+10			

† NOT seasonally adjusted. * Provisional.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for February

Unit value index numbers of imports and exports (Table 1)

IN FEBRUARY the overall export and import unit value index numbers remained unchanged from the January level of 105 and 107 respectively, but due to a rise of almost one half per cent in the import unit value index the terms of trade fell by one point to 98 (1961=100).

Although there was no change in the overall export unit value index or in the index for manufactured goods there were rises of one per cent in the textiles index and one half per cent in the metals index; these increases were offset by small falls in the indices for machinery and transport equipment and for non-manufactures.

The increase of almost one half per cent in the overall import unit value index was due to increases in the indices for fuels, basic materials and manufactured goods which rose by 1½ per cent, 1 per cent and ½ per cent respectively.

Volume of imports and exports (Table 2)

The volume of exports (seasonally adjusted) in the three months December to February was 3 per cent more than in the previous three months. Exports of manufactures have continued to increase, in the last three months they rose 3 per cent, with sizeable increases in exports of machinery and transport equipment and of chemicals. There were small reductions in exports of textiles and metals. The volume of exports of non-manufactures was declining in the second half of last year but increased by 2 per cent in the last three months and exports of fuels were 11 per cent higher.

Imports continued to grow rapidly. In the last three months the volume was 7 per cent more than in the previous three months and 17 per cent more than a year earlier. The rise in the last three months has been in all the main categories with imports of food, beverages and tobacco up 3 per cent, fuels up 9 per cent, industrial materials up 7 per cent (with a rather larger increase in imports of semi-manufactures than of basic materials) and imports of finished manufactures up 16 per cent. Much of the increase in this last was in imports of machinery and included, also, a large ship which arrived in January.

Note:

These series of index numbers based on 1961=100 were introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September issue of *Economic Trends*.

EXPORT DRIVE

For trade with the East consult

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(Incorporated by Royal Charter, 1853)

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Manchester Office: 52 Mosley Street, Manchester, 2.
Liverpool Office: 28 Derby House, Exchange Buildings, Liverpool, 2.

THE EASTERN BANK LIMITED
Head Office: 2 & 3 Crosby Square, London, E.C.3.

ASSOCIATED BANKS: ALLAHABAD BANK LTD. (INCORPORATED IN INDIA) • THE IRANO BRITISH BANK (INCORPORATED IN IRAN)

United Kingdom import and export unit value index numbers [1]

TABLE 1. (1961 = 100)

	Imports					Exports								(2) Terms of Trade
								Manufactured Goods [5 to 8]						
	Total	Food, Beverages and Tobacco [0 and 1]	Basic Materials [2 and 4]	Fuels [3]	Manufactured Goods [5 to 8]	Total	Non Manufactures [0 to 4]	Total	Chemicals [5]	Textiles (3)	Metals (4)	Machinery and Transport Eqpt. [7]	Other	
Weights	1,000	338	230	110	318	1,000	129	838	89	67	126	442	114	
1954	104	108	104	110	98	91	105	89	114	95	90	83	87	87
1955	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1962 1st quarter	100	101	98	100	99	101	101	102	98	100	102	102	101	102
2nd quarter	100	102	97	99	99	101	100	101	96	101	103	102	100	101
3rd quarter	100	102	95	99	101	101	99	102	96	101	102	103	101	102
4th quarter	100	105	94	98	101	102	99	102	97	100	102	104	102	101
1963 1st quarter	102	107	95	98	101	103	100	103	98	102	102	104	104	101
2nd quarter	103	110	98	99	101	103	101	103	99	102	102	105	104	100
3rd quarter	103	111	97	98	101	104	104	104	100	103	102	106	104	101
4th quarter	105	117	99	96	102	105	105	105	102	103	103	106	105	100
1962 January	100	100	98	100	100	102	101	102	98	100	103	102	103	102
February	100	101	98	100	99	101	101	101	97	100	101	102	101	101
March	99	101	98	99	99	101	101	101	98	101	102	102	100	102
April	100	102	98	99	99	101	100	101	96	101	103	102	99	101
May	99	101	97	99	99	101	100	101	96	100	104	102	100	102
June	100	103	96	98	99	101	100	101	95	101	101	102	100	101
July	100	102	96	99	101	101	99	101	96	101	102	103	100	101
August	99	101	95	99	101	101	99	102	96	101	102	103	100	102
September	100	103	94	98	101	102	98	102	97	102	102	103	102	102
October	101	106	94	98	101	102	99	102	98	100	102	104	103	101
November	100	105	94	97	101	101	98	102	98	99	101	104	101	101
December	100	105	95	99	101	102	99	103	96	100	102	105	104	102
1963 January	101	106	94	98	101	102	100	103	97	100	103	104	103	101
February	102	107	96	98	101	103	100	103	99	102	102	104	105	101
March	102	108	96	98	102	103	101	103	99	102	102	104	104	101
April	102	107	97	98	101	103	100	103	100	102	102	105	103	101
May	103	109	98	99	101	103	101	103	99	102	102	105	103	100
June	104	113	97	99	101	104	102	104	99	102	102	106	104	99
July	103	111	97	99	101	104	103	104	99	103	102	106	104	101
August	103	110	97	98	101	104	105	105	100	102	102	106	104	102
September	103	112	97	97	101	104	104	105	101	103	102	106	105	101
October	105	116	97	96	101	105	104	105	101	103	102	106	105	100
November	106	118	99	96	102	105	105	105	101	103	103	106	106	99
December	106	116	100	95	102	105	106	105	102	104	103	106	105	100
1964 January	107	118	101	95	102	105	107	105	101	104	104	106	105	99
February	107	118	102	97	103	105	107	105	101	105	104	106	105	98

(1) The figures in square brackets relate to Section code numbers in the Standard International Trade Classification Revised.
(2) Export Unit Value Index as a percentage of the Import Unit Value Index.
(3) Export List Division 65.
(4) Export List Divisions 67 68 and 69.

(*Tables continued on next page*)

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Cables: RYBEARINGS, LONDON. TELEX 25455

United Kingdom import and export volume index numbers [1]

TABLE 2. (1961 = 100)

	Imports					Exports							
								Manufactured Goods [5-8]					
	Total	Food, Beverages and Tobacco [0 and 1]	Basic Materials [2 and 4]	Fuels [3]	Manufactured Goods [5-8]	Total	Non-Manufactures [0-4]	Total	Chemicals [5]	Textiles (2)	Metals (3)	Machinery and Transport Eqpt. [7]	Other
1954	73	82	96	63	50	82	83	79	57	141	75	75	82
1955	82	88	102	75	63	87	85	86	65	135	86	82	90
1956	81	90	99	71	63	92	89	91	69	129	97	89	90
1957	84	93	103	70	66	93	88	93	74	128	100	91	91
1958	84	98	92	76	67	90	88	90	71	109	93	90	89
1959	90	98	98	88	77	93	90	93	81	109	99	92	91
1960	102	100	107	96	103	98	92	98	93	109	98	97	96
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	104	102	110	101	107	99	100	100	103
1963	107	102	101	120	113	108	120	106	113	101	100	107	110
Unadjusted													
1962 1st quarter	103	107	94	110	102	100	106	100	105	101	99	100	95
2nd quarter	103	107	94	110	104	106	107	107	111	102	103	108	107
3rd quarter	102	100	96	121	102	98	109	96	105	93	96	93	102
4th quarter	104	101	101	116	107	105	119	102	110	102	102	99	107
1963 1st quarter	103	99	97	125	106	107	115	106	109	100	98	111	100
2nd quarter	106	102	94	126	112	110	123	109	116	102	101	111	109
3rd quarter	107	101	105	120	110	102	117	101	111	99	94	98	111
4th quarter	113	106	110	117	121	113	127	110	117	105	105	109	118
1963 January	109	99	114	138	106	103	109	103	109	94	92	109	92
February	96	92	85	110	102	101	111	100	99	97	95	103	99
March	105	106	91	126	108	117	126	116	119	108	106	121	110
April	104	102	89	131	109	107	118	105	109	98	97	108	106
May	114	108	100	138	121	117	128	117	128	108	113	118	113
June	101	98	95	110	106	107	121	105	113	101	94	106	108
July	113	109	106	122	121	108	115	107	115	104	100	106	117
August	105	97	109	118	105	103	124	101	114	103	93	97	115
September	103	97	101	119	105	96	112	93	103	91	90	91	102
October	117	112	109	113	130	112	128	110	116	105	105	109	117
November	111	105	105	116	119	111	126	109	119	108	109	105	120
December	111	100	117	122	113	115	126	110	117	104	99	111	117
1964 January	131	120	128	134	145	104	111	104	113	100	99	106	99
February	111	100	98	120	129	112	118	112	124	101	99	114	117
Seasonally adjusted													
1962 1st quarter	*100*	*103*	*94*	*106*	*99*	*99*	*106*	*99*	*103*	*99*	*99*	*98*	*98*
2nd quarter	*103*	*107*	*94*	*107*	*103*	*103*	*108*	*103*	*108*	*102*	*101*	*101*	*107*
3rd quarter	*106*	*106*	*97*	*120*	*107*	*103*	*115*	*102*	*108*	*97*	*103*	*100*	*103*
4th quarter	*103*	*98*	*100*	*117*	*107*	*102*	*112*	*101*	*109*	*99*	*99*	*100*	*103*
1963 1st quarter	*102*	*96*	*96*	*121*	*104*	*106*	*114*	*105*	*107*	*97*	*98*	*108*	*103*
2nd quarter	*106*	*103*	*94*	*123*	*110*	*107*	*125*	*104*	*113*	*102*	*99*	*103*	*109*
3rd quarter	*109*	*106*	*105*	*117*	*114*	*108*	*122*	*107*	*115*	*103*	*101*	*105*	*113*
4th quarter	*111*	*102*	*109*	*119*	*121*	*110*	*119*	*109*	*117*	*103*	*101*	*110*	*114*
1963 January	*99*	*91*	*100*	*124*	*98*	*102*	*106*	*100*	*107*	*92*	*92*	*104*	*97*
February	*103*	*97*	*95*	*118*	*110*	*105*	*114*	*104*	*102*	*96*	*99*	*106*	*105*
March	*103*	*100*	*94*	*122*	*106*	*112*	*123*	*110*	*113*	*102*	*103*	*113*	*108*
April	*105*	*101*	*92*	*129*	*109*	*103*	*121*	*100*	*107*	*97*	*96*	*99*	*107*
May	*106*	*102*	*93*	*125*	*112*	*110*	*124*	*107*	*117*	*103*	*104*	*107*	*108*
June	*106*	*106*	*97*	*114*	*110*	*109*	*130*	*105*	*116*	*107*	*98*	*103*	*113*
July	*111*	*109*	*101*	*116*	*117*	*106*	*121*	*104*	*115*	*101*	*99*	*102*	*111*
August	*106*	*103*	*102*	*111*	*111*	*110*	*128*	*108*	*120*	*105*	*102*	*105*	*116*
September	*112*	*104*	*111*	*125*	*115*	*109*	*118*	*108*	*111*	*103*	*102*	*109*	*111*
October	*107*	*99*	*102*	*106*	*119*	*108*	*117*	*107*	*114*	*101*	*98*	*109*	*109*
November	*111*	*104*	*106*	*118*	*119*	*108*	*115*	*108*	*119*	*103*	*105*	*105*	*114*
December	*116*	*103*	*119*	*133*	*125*	*115*	*126*	*114*	*118*	*104*	*101*	*117*	*118*
1964 January	*119*	*110*	*112*	*122*	*133*	*104*	*111*	*102*	*112*	*100*	*99*	*101*	*105*
February	*117*	*103*	*108*	*127*	*134*	*116*	*121*	*115*	*127*	*101*	*102*	*117*	*124*

(1) The figures in square brackets relate to Section code numbers in the Standard International Trade Classification Revised.
(2) Export List Division 65.
(3) Export List Divisions 67, 68 and 69

Upturn in industry's capital expenditure confirmed

THE FINAL figures for the fourth quarter of 1963 confirm the increase in the volume of industry's capital expenditure (at 1958 prices seasonally adjusted) over the third quarter suggested by the provisional figures published in the *Board of Trade Journal* of March 6. According to the final figures this rise occurred in both manufacturing industry and in the distributive and service trades, with an increase of 2 per cent in the former and one of 8 per cent in the latter. The overall increase of 5 per cent was slightly greater than that indicated by the provisional figures. In 1963 as a whole capital expenditure fell by 4 per cent from the previous year's level, a rise of 3 per cent in expenditure by the distributive and service industries being more than offset by a drop of 10 per cent by manufacturing industry.

Increased expenditure on vehicles by the distributive and service industries was largely responsible for the increase in total investment between the third and fourth quarters of last year, although expenditure both on new building work and on plant and machinery also rose slightly. A comparison of the 1963 and 1962 whole year figures, however, shows that for all industry the increase in expenditure was confined to vehicles (amounting to 14 per cent and occurring in both sectors), with reduced outlays on building work and on plant and machinery.

The recent upturn in the trend of total capital expenditure by industry, reflecting the marked upward movement for the distributive and service trades, is shown in the chart. The higher level

(*Continued on page* 775)

Industry's fixed capital expenditure
at 1958 prices, seasonally adjusted

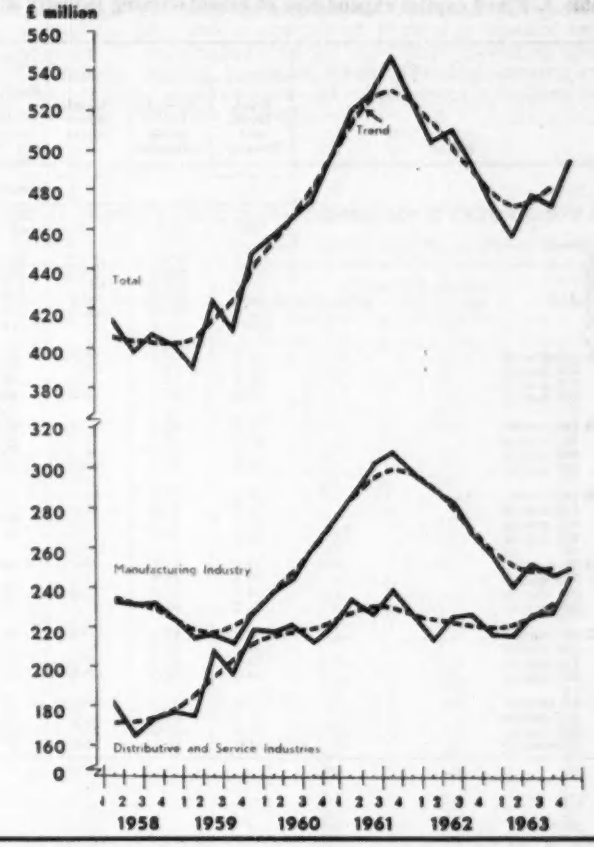

Table 1. Industry's fixed capital expenditure at 1958 prices seasonally adjusted (a)

£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS		Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing Industry (b)	Distributive and Service Industries (c)		New Building Work	Vehicles	Plant and Machinery
1958	922	699	1,621	449	378	794
1959	871	799	1,670	457	422	791
1960	1,016	873	1,889	530	469	890
1961	1,195	927	2,122	634	445	1,043
1962	1,098	884	1,982	629	372	981
1963	986	914	1,900	575	425	900
1958 1st quarter	233	181	414	112	99	203
2nd quarter	232	166	398	113	90	195
3rd quarter	232	175	407	113	95	199
4th quarter	225	177	402	111	94	197
1959 1st quarter	215	175	390	108	93	189
2nd quarter	216	208	424	112	111	201
3rd quarter	212	197	409	111	101	197
4th quarter	228	219	447	126	117	204
1960 1st quarter	238	218	456	130	115	211
2nd quarter	244	221	465	130	119	216
3rd quarter	261	213	474	133	115	226
4th quarter	273	221	494	137	120	237
1961 1st quarter	286	234	520	147	121	252
2nd quarter	302	227	529	160	107	262
3rd quarter	308	239	547	162	116	269
4th quarter	299	227	526	165	101	260
1962 1st quarter	291	214	505	159	93	253
2nd quarter	284	226	510	161	97	252
3rd quarter	267	227	494	166	89	239
4th quarter	256	217	473	143	93	237
1963 1st quarter	240	216	456	138	98	220
2nd quarter	251	226	477	147	104	226
3rd quarter	245	227	472	143	105	224
4th quarter	250	245	495	147	118	230

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 56 per cent of total capital expenditure in 1960. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included, it is small; the figures are therefore very largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a) (b) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP									ANALYSIS BY TYPE OF ASSET		
	Food, Drink and Tobacco	Chemicals and Allied Industries	Metal Manufacture	Engineering, Shipbuilding and Metal Goods	Vehicles	Textiles, Leather and Clothing	Paper, Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders											
	III	IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	197·0	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·5	622·1
1959	106·5	169·0	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·2	589·9
1960	128·5	149·8	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	185·6	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·2	71·9	805·1
1962	134·8	177·9	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	298·8	61·8	737·4
1963	137·3	159·0	117·0	219·2	91·3	84·6	73·5	103·8	985·7	263·8	77·7	644·2
1958 1st quarter	28·7	50·5	36·1	51·2	16·8	16·5	17·2	16·0	233·0	62·4	13·3	157·3
2nd quarter	28·4	47·9	35·8	54·0	17·5	14·9	17·3	15·8	231·6	65·4	13·0	153·2
3rd quarter	28·6	49·3	36·6	50·7	17·6	17·4	15·3	16·2	231·7	60·9	13·4	157·4
4th quarter	26·9	49·3	35·0	48·9	17·9	14.8	15·4	17·1	225·3	58·3	12·8	154·2
1959 1st quarter	25·2	47·2	30·1	49·3	18·5	13·6	15·3	15·8	215·0	55·4	13·8	145·8
2nd quarter	28·0	43·8	31·3	49·3	16·1	15·2	15·2	16·6	215·5	53·3	14·2	148·0
3rd quarter	27·2	36·8	34·2	49·2	15·1	17·2	14·7	18·0	212·5	53·1	13·7	145·7
4th quarter	26·0	41·2	34·1	53·0	19·3	20·5	15·1	18·7	227·9	62·0	15·5	150·4
1960 1st quarter	30·2	37·6	39·2	55·8	15·5	20·8	17·4	22·3	238·8	63·1	17·2	158·5
2nd quarter	31·5	35·6	42·3	55·9	19·5	21·7	15·4	21·9	243·8	62·4	18·5	162·9
3rd quarter	33·4	37·9	51·3	57·9	21·5	20·1	16·7	22·0	260·8	69·3	18·8	172·7
4th quarter	33·4	38·7	53·3	59·3	21·8	22·6	18·3	25·4	272·8	68·7	20·8	183·3
1961 1st quarter	33·9	43·1	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8
2nd quarter	34·8	45·9	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·4
3rd quarter	34·0	48·7	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9
4th quarter	34·2	47·9	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·7	16·1	200·0
1962 1st quarter	33·7	47·3	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	46·3	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	42·3	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	42·0	45·6	49·6	21·2	19·9	18·0	25·3	256·5	65·2	15·4	175·9
1963 1st quarter	31·1	37·3	33·7	55·6	22·1	20·9	17·0	21·8	239·5	63·8	17·0	158·7
2nd quarter	33·9	40·3	31·7	56·5	24·3	20·0	19·4	25·3	251·4	67·4	19·8	164·2
3rd quarter	35·3	40·0	25·7	55·2	22·4	20·7	19·5	26·1	244·9	65·8	20·3	158·8
4th quarter	37·0	41·4	25·9	51·9	22·5	23·0	17·6	30·6	249·9	66·8	20·6	162·5

Table 3. Fixed capital expenditure in the distributive and service industries at 1958 prices seasonally adjusted (a) (c) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP					ANALYSIS BY TYPE OF ASSET		
	Wholesale Distribution	Retail Distribution	Shipping	Other Industries	Total			
	Standard Industrial Classification							
	810,831, 832	820	704	XVII, Part of XIX Part of XXI Part of XXII and XXIII	XVII, Part of XIX, XX Part of XXI Part of XXII and XXIII	Building work	Vehicles	Plant and Machinery
1958	73	130	147	349	699	202	326	171
1959	92	163	161	383	799	234	364	201
1960	100	175	158	440	873	266	394	213
1961	105	198	128	496	927	316	373	238
1962	116	219	102	447	884	330	310	244
1963	129	210	79	496	914	311	347	256
1959 1st quarter	22	38	36	79	175	53	79	43
2nd quarter	23	40	46	99	208	58	97	53
3rd quarter	23	41	35	98	197	59	87	51
4th quarter	24	44	44	107	219	64	101	54
1960 1st quarter	21	44	39	114	218	67	98	53
2nd quarter	26	44	42	109	221	67	101	53
3rd quarter	26	42	40	105	213	64	96	53
4th quarter	27	45	37	112	221	68	99	54
1961 1st quarter	27	44	39	124	234	73	102	59
2nd quarter	27	48	27	125	227	79	88	60
3rd quarter	26	53	32	128	239	82	98	59
4th quarter	25	53	30	119	227	82	85	60
1962 1st quarter	25	57	26	106	214	78	76	60
2nd quarter	27	55	31	113	226	82	82	62
3rd quarter	33	54	22	118	227	92	74	61
4th quarter	31	53	23	110	217	78	78	61
1963 1st quarter	28	53	22	113	216	74	81	61
2nd quarter	32	49	16	129	226	80	84	62
3rd quarter	33	52	21	121	227	77	85	65
4th quarter	36	56	20	133	245	80	97	68

of capital expenditure in the fourth quarter of 1963 as revealed by the final calculations has resulted in a fractional increase in the trend value for manufacturing industry, following the levelling out earlier in the year of the fall in manufacturing investment which had begun in mid-1961.

Manufacturing industry

The final calculations indicate that capital expenditure by manufacturing industry in the fourth quarter of 1963 (at 1958 prices seasonally adjusted) was 2 per cent higher than in the third quarter. This increase, which was fairly evenly distributed over the three categories of asset, compares with a fall of 1 per cent calculated at the provisional stage.

For the year 1963 as a whole capital expenditure by manufacturing industry is now estimated at £986 million (1958 prices) or 10 per cent lower than in 1962. Within this total expenditure on building work and on plant and machinery, which together account for the bulk of capital expenditure by manufacturing industry, both fell by some 12 per cent; investment in vehicles rose by approximately 25 per cent.

The detailed analysis of capital expenditure by individual industry groups within the broad manufacturing sector, now available and presented in Table 2, shows some change from the tentative pattern suggested by the provisional calculations. In general the changes between the third and fourth quarters of last year tended to be slight, the industries most affected being the paper, printing and publishing group (down 10 per cent) and the textile and miscellaneous manufacturing groups (up 11 per cent and 17 per cent respectively). Capital expenditure by the metal manufacturing group continued at the same level as in the third quarter and, following the completion of major development schemes by the iron and steel industry, investment by this group during the whole of 1963 was little more than 50 per cent of the average of the previous two years. The only other significant change revealed by the annual figures affected the chemicals and allied industries group whose capital expenditure last year dropped by 11 per cent from the 1962 level.

Distributive and service industries

Capital expenditure in the last quarter of 1963 by the distributive and service industries is now estimated at £245 million (1958 prices seasonally adjusted), an increase of 8 per cent over the previous quarter's level. Higher expenditure on vehicles was largely responsible for this overall increase, although not to the extent that the provisional calculations had seemed to suggest. Investment in vehicles (including ships) in the fourth quarter was nonetheless 14 per cent higher than in the third quarter according to the final figures, which also record increases of the order of 5 per cent in outlays on the other two categories of asset.

The final calculations confirm that expenditure at 1958 prices on fixed assets by the distributive and service industries in 1963 was only slightly lower than the peak level attained in 1961. Within the overall rise of 3¼ per cent between 1962 and 1963 higher expenditure on vehicles and on plant and machinery was partly offset by reduced outlays on new building work. The detailed analysis by industry group, given in Table 3, shows that all the major components of the distributive and service sector, with the exception of shipping, contributed to the overall increase between the third and fourth quarters of the year. Capital expenditure by the shipping industry declined in 1963 for the fourth successive year, although the level of expenditure remained fairly steady throughout the year and is expected to resume an upward trend. Expenditure by wholesalers and by the 'other industries' group (which includes banking, insurance, property-owning concerns, construction, catering, entertainment and other service industries) both increased by 11 per cent in 1963.

Table 4. Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing Industry (b)	Distributive and Service Industries (c)	Total
1958	922	699	1,621
1959	867	789	1,656
1960	1,021	862	1,883
1961	1,239	931	2,170
1962	1,168	914	2,082
1963	1,066	944	2,010
1958 1st quarter	221	182	403
2nd quarter	227	161	388
3rd quarter	230	165	395
4th quarter	244	191	435
1959 1st quarter	203	175	378
2nd quarter	209	202	411
3rd quarter	212	181	393
4th quarter	243	231	474
1960 1st quarter	221	211	432
2nd quarter	236	212	448
3rd quarter	271	202	473
4th quarter	293	237	530
1961 1st quarter	273	232	505
2nd quarter	304	221	525
3rd quarter	331	230	561
4th quarter	331	248	579
1962 1st quarter	286	215	501
2nd quarter	294	229	523
3rd quarter	290	230	520
4th quarter	298	240	538
1963 1st quarter	241	221	462
2nd quarter	265	229	494
3rd quarter	267	226	493
4th quarter	293	268	561

Notes relating to Tables 1, 2, 3 and 4

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in tables 2 and 3 because of the margin of error involved in the quarterly seasonal adjustments.

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Steep rise in industry's stocks confirmed

FINAL ESTIMATES show that the volume of stocks (at 1958 prices) held by manufacturers and distributors rose, after allowing for seasonal factors, by about £144 million (or nearly 2 per cent) during the fourth quarter of 1963–the largest quarterly change since 1960. This increase (which is £13 million less than that estimated at the provisional stage one month ago) followed a fall of £60 million in the previous quarter. While the quarterly series are liable to some irregularities, so that, for example, quarter to quarter movements are subject to some uncertainty, the magnitude of the difference between the figures for these two quarters shows that there was a very marked change in the underlying trend. Taking account of the fact that most of the fourth quarter increase in the stocks of wholesalers was in stocks of finished goods, it seems that more than half of the turnround in industry's stock building, between the third and fourth quarters of 1963, was attributable to increased stocks of finished goods.

Manufacturers, wholesalers and retailers all contributed to this fourth quarter increase, which resulted in industry's stocks at the end of 1963 rising to a level (£7,809 million) some £131 million (or 1·7 per cent) higher than a year earlier.

Manufacturers' stocks

Revised estimates for the fourth quarter of 1963 show that the total volume of manufacturers' stocks and work-in-progress (at 1958 prices seasonally adjusted) rose by £75 million, or by some £8 million less than was estimated at the provisional stage one month ago. This increase (1·3 per cent) mainly reflects a rise (£45 million) in work-in-progress, but it also includes an increase of some £33

Table 1. Changes in the volume of industry's stocks at 1958 prices seasonally adjusted (a)

£ million

Period	(b) Manufacturing	(c) Wholesale distribution	(d) Retail distribution	(e) Total
Level of stocks at December 31, 1959	4,952	810	946	6,708
1958	+ 37	+14	+16	+ 67
1959	+ 73	+15	+49	+137
1960	+520	+48	+37	+605
1961	+230	+36	+ 4	+270
1962	+ 33	+22	+40	+ 95
1963	+ 89	+15	+27	+131
1958 1st quarter	+ 39	— 5	— 3	+ 31
2nd quarter	+ 7	—11	— 8	— 12
3rd quarter	+ 10	+19	+20	+ 49
4th quarter	— 19	+11	+ 7	— 1
1959 1st quarter	+ 2	+16	—14	+ 4
2nd quarter	— 10	+ 6	+23	+ 19
3rd quarter	+ 23	— 2	+17	+ 38
4th quarter	+ 58	— 5	+23	+ 76
1960 1st quarter	+ 99	+ 5	+18	+122
2nd quarter	+136	+12	+18	+166
3rd quarter	+148	+16	+ 2	+166
4th quarter	+137	+15	— 1	+151
1961 1st quarter	+ 79	+35	+ 8	+122
2nd quarter	+ 60	+19	+11	+ 90
3rd quarter	+ 46	—13	— 8	+ 25
4th quarter	+ 45	— 5	— 7	+ 33
1962 1st quarter	— 5	— 8	+13	N/C
2nd quarter	+ 32	— 2	— 8	+ 22
3rd quarter	+ 15	+23	+10	+ 48
4th quarter	— 9	+ 9	+25	+ 25
1963 1st quarter	+ 56	—16	— 3	+ 37
2nd quarter	— 9	+22	— 3	+ 10
3rd quarter	— 33	—19	— 8	— 60
4th quarter	+ 75	+28	+41	+144

Changes in industry's stocks
at 1958 prices, seasonally adjusted

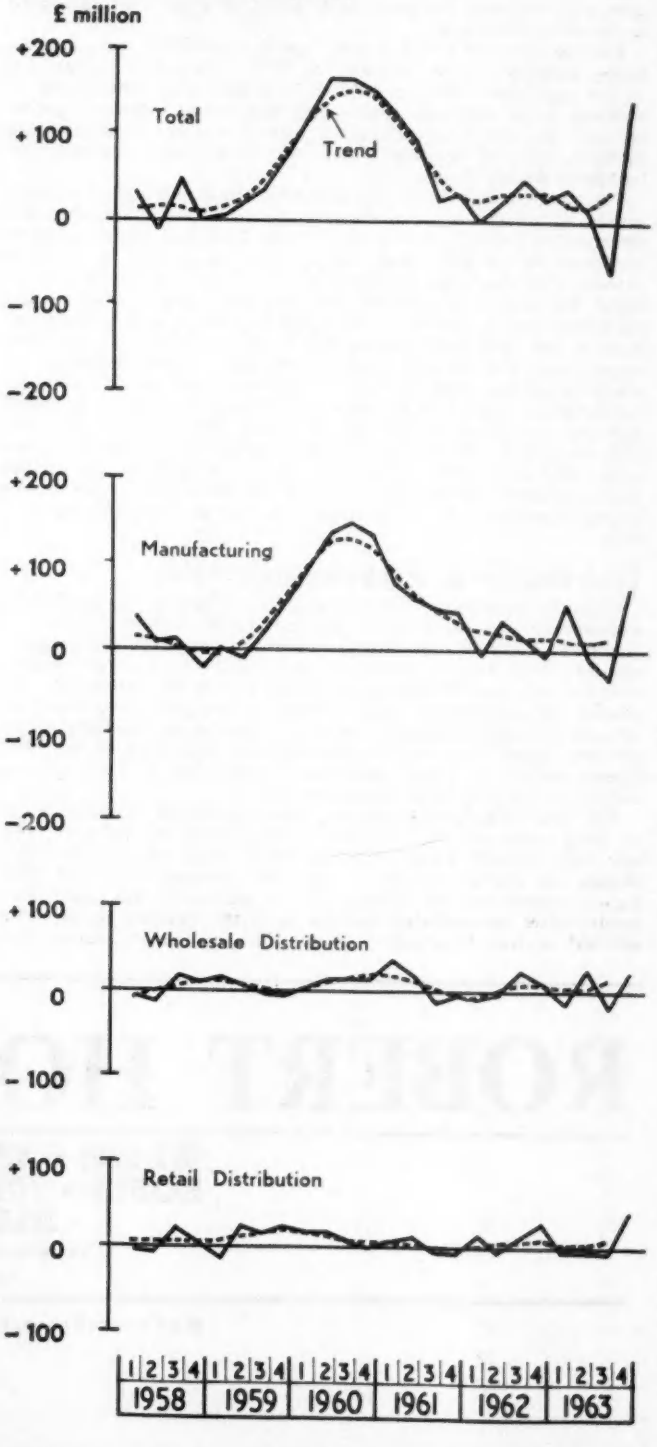


Table 2. Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry (a) (b) (f)

£ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding and vehicles	Textiles, leather and clothing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders							Materials and fuel	Work in progress	Finished goods
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI			
Level of stocks at December 31, 1959	720	456	384	2,295	606	491	4,952	1,940	1,785	1,227
1958	— 6	+ 9	—10	+ 32	+ 5	+ 7	+ 37	— 91	+ 27	+101
1959	+26	+31	—10	+ 36	—12	+ 2	+ 73	+ 16	+ 47	+ 10
1960	+52	+41	+73	+250	+42	+62	+520	+225	+127	+168
1961	+18	+15	+ 7	+134	+23	+33	+230	+ 51	+ 84	+ 95
1962	+31	+ 2	—24	+ 29	— 6	+ 1	+ 33	— 50	+ 32	+ 51
1963	+57	+ 1	+ 5	+ 58	—27	— 5	+ 89	— 10	+ 97	+ 2
1958 1st quarter	—19	— 1	+ 9	+ 33	+10	+ 7	+ 39	— 21	+ 26	+ 34
2nd quarter	+ 3	— 2	+ 2	+ 8	— 7	+ 3	+ 7	— 43	— 5	+ 55
3rd quarter	+ 3	+ 5	—18	+ 24	— 4	N/C	+ 10	— 15	+ 11	+ 14
4th quarter	+ 7	+ 7	— 3	— 33	+ 6	— 3	— 19	— 12	— 5	— 2
1959 1st quarter	+ 9	+12	— 8	— 11	— 3	+ 3	+ 2	— 4	+ 2	+ 4
2nd quarter	+14	+ 5	N/C	— 13	—13	— 3	— 10	+ 12	N/C	— 22
3rd quarter	+ 2	+ 4	— 5	+ 22	— 3	+ 3	+ 23	— 5	+ 19	+ 9
4th quarter	+ 1	+10	+ 3	+ 38	+ 7	— 1	+ 58	+ 13	+ 26	+ 19
1960 1st quarter	+ 3	— 2	+16	+ 56	+16	+10	+ 99	+ 47	+ 24	+ 28
2nd quarter	+15	+16	+14	+ 64	+12	+15	+136	+ 62	+ 37	+ 37
3rd quarter	+10	+16	+28	+ 55	+24	+15	+148	+ 70	+ 23	+ 55
4th quarter	+24	+11	+15	+ 75	—10	+22	+137	+ 46	+ 43	+ 48
1961 1st quarter	+ 4	+ 7	+13	+ 28	+ 8	+19	+ 79	+ 34	+ 40	+ 5
2nd quarter	N/C	+ 7	+ 1	+ 24	+11	+17	+ 60	+ 18	+ 17	+ 25
3rd quarter	+11	+ 4	— 6	+ 33	N/C	+ 4	+ 46	+ 12	+ 15	+ 19
4th quarter	+ 3	— 3	— 1	+ 49	+ 4	— 7	+ 45	— 13	+ 12	+ 46
1962 1st quarter	+ 3	— 5	— 9	+ 11	+ 1	— 6	— 5	— 18	— 2	+ 15
2nd quarter	+16	— 2	— 5	+ 25	N/C	— 2	+ 32	+ 3	+ 21	+ 8
3rd quarter	+ 6	+ 6	—11	+ 17	— 4	+ 1	+ 15	— 21	+ 15	+ 21
4th quarter	+ 6	+ 3	+ 1	— 24	— 3	+ 8	— 9	— 14	— 2	+ 7
1963 1st quarter	— 5	+ 8	+ 7	+ 33	— 7	+20	+ 56	— 14	+ 33	+ 37
2nd quarter	+28	— 3	N/C	— 16	— 7	—11	— 9	— 4	+ 3	— 8
3rd quarter	— 7	— 8	— 8	+ 1	— 5	— 6	— 33	— 25	+ 16	— 24
4th quarter	+41	+ 4	+ 6	+ 40	— 8	— 8	+ 75	+ 33	+ 45	— 3

Table 3. Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by wholesalers (a) (f)

£ million

S.I.C. M.L.H.			1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1959
810	Wholesale distributors	1959	+13	+ 1	—13	+ 9	+10	548
		1960	+ 5	+ 9	+11	+ 1	+26	
		1961	+30	+10	— 7	— 7	+26	
		1962	—10	— 8	+11	+11	+ 4	
		1963	—14	+13	—26	+20	— 7	
831	Dealers in coal, builders' materials, etc.	1959	— 1	+ 4	+ 6	— 4	+ 5	77
		1960	— 1	+ 2	+ 1	+ 2	+ 4	
		1961	+ 1	+ 1	— 1	— 1	N/C	
		1962	+ 1	N/C	+ 1	+ 2	+ 4	
		1963	+ 4	+ 1	— 3	+ 7	+ 9	
832	Dealers in industrial materials and machinery	1959	+ 4	+ 1	+ 5	—10	N/C	185
		1960	+ 1	+ 1	+ 4	+12	+18	
		1961	+ 4	+ 8	— 5	+ 3	+10	
		1962	+ 1	+ 6	+11	— 4	+14	
		1963	— 6	+ 8	+10	+ 1	+13	
	Total wholesalers	1959	+16	+ 6	— 2	— 5	+15	810
		1960	+ 5	+12	+16	+15	+48	
		1961	+35	+19	—13	— 5	+36	
		1962	— 8	— 2	+23	+ 9	+22	
		1963	—16	+22	—19	+28	+15	

million in stocks of materials and fuel. There was little change in stocks of finished goods (the recorded fall of £3 million in these stocks not being significant). Thus, the level of manufacturers' stocks at the end of 1963 was some £89 million (or 1·6 per cent) higher than at the end of 1962.

The turnround in manufacturers' stockbuilding, between the third and fourth quarters of 1963 exceeded £100 million. Some light was thrown on this substantial figure in conversations with the companies mainly involved; these were reported in the provisional article in this series published in the *Board of Trade Journal* of March 6, 1964. Despite the large increase in stocks in the fourth quarter of 1963, the relative levels of stocks and output were, however, not altered significantly, because the output of manufacturing industry also rose substantially.

The figures for individual sectors of industry, in Table 2, show that the increase of £75 million in the seasonally adjusted volume of manufacturers' stocks and work-in-progress, in the fourth quarter of 1963, was heavily concentrated into the 'food, drink and tobacco' (mainly materials and fuel), and the 'engineering, shipbuilding and vehicles' (mainly work-in-progress) groups of industries; there were also slight increases in the stocks of the 'chemicals and allied' and the 'metal manufacturing' groups of industries (in each of which the turnround in stockbuilding between the third and fourth quarters was significant). The stocks of the 'textiles, leather and clothing' and the 'other manufacturing' groups of industries both continued to decline. Over the year 1963 as a whole the increase of £89 million in manufacturers' stocks and work-in-progress was mainly due to a substantial increase in the work-in-progress of the 'engineering, shipbuilding and vehicles' group of industries; a marked increase in the stocks of the 'food, drink and tobacco' group of industries was partly offset by reductions in the stocks of the 'textiles, leather and clothing' industries. There was little change over the year in the stocks of the other broad groups of industries for which figures are published in this series.

Wholesalers' stocks

Revised estimates show that the volume of stocks (at 1958 prices seasonally adjusted) held by wholesalers rose by £28 million, in the final quarter of 1963, or by £6 million less than was estimated at the provisional stage one month ago. This increase of about 3 per cent – the largest in this series since the first quarter of 1961 – followed fluctuating changes in the earlier quarters of the year, so that the level of wholesalers' stocks (£931 million) at the end of 1963 was some £15 million (or 1·6 per cent) higher than a year earlier.

The figures for the three main types of wholesalers, which appear in Table 3, show that most of the increase during the fourth quarter was in the stocks (mainly of finished goods destined for retailers) held by wholesale distributors (Minimum List Heading 810). Over the year 1963 as a whole there was, however, a slight decline in the stocks held by these wholesale distributors (810), and the total annual increase of £15 million was attributable to the stocks held by other wholesalers (Minimum List Headings 831 and 832).

Retailers' stocks

The volume of retail stocks rose sharply in the final quarter of 1963, by £41 million, following small falls in each of the three previous quarters of the year. Thus the increase in retail stocks over the year 1963 as a whole was £27 million, a rise consistent with the increased level of retailers' sales – particularly during the last few months of the year.

Table 4. Changes in value (at book values) of stocks held by manufacturers and distributors (a)

£ million

		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1959
Manufacturing (b)	1958	+ 54	+ 22	— 27	— 28	+ 21	
	1959	+ 27	+ 13	+ 17	+ 80	+137	5,048
	1960	+128	+181	+128	+161	+598	
	1961	+112	+104	+ 47	+ 55	+318	
	1962	+ 9	+ 29	+ 14	+ 33	+ 85	
	1963	+ 67	N/C	+ 10	+152	+229	
Wholesale distribution (c)	1958	— 8	— 8	+ 37	— 15	+ 6	
	1959	+ 17	+ 5	+ 25	— 25	+ 22	819
	1960	+ 7	+ 18	+ 52	— 22	+ 55	
	1961	+ 44	+ 20	+ 15	— 36	+ 43	
	1962	+ 6	+ 5	+ 40	— 19	+ 32	
	1963	— 8	+ 19	+ 19	+ 2	+ 32	
Retail distribution (d)	1958	+ 36	— 16	+ 5	— 4	+ 21	
	1959	+ 20	+ 22	— 3	+ 6	+ 45	945
	1960	+ 68	+ 15	— 19	— 20	+ 44	
	1961	+ 73	+ 19	— 29	— 27	+ 36	
	1962	+ 87	— 5	— 13	— 1	+ 68	
	1963	+ 74	— 22	— 35	+ 20	+ 37	
Total (e)	1958	+ 82	— 2	+ 15	— 47	+ 48	
	1959	+ 64	+ 40	+ 39	+ 61	+204	6,812
	1960	+203	+214	+161	+118	+696	
	1961	+229	+143	+ 33	— 8	+397	
	1962	+102	+ 29	+ 41	+ 13	+185	
	1963	+133	— 3	— 6	+174	+298	

Notes relating to Tables 1-4.

(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum List Headings 810, 831, 832.
(d) S.I.C. Minimum List Heading 820.
(e) S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

Retail sales in February

THE VALUE of retail sales in February, after allowing for seasonal factors, continued at the higher level reached in January. As in January, the seasonally adjusted index was 112 and taken together the figures for the two months provide some reason for thinking that the underlying trend of the value of sales may have started moving upwards after remaining fairly steady between the late summer and the end of last year. The index rose sharply to 110 in August and, taking November and December together because of the late start to Christmas shopping, hardly changed from that level for the rest of the year. The value of sales by both food and non-food shops were both at about the same level in February as in January but because of higher prices, mainly of food, the volume of sales in February was lower. For the two months together, however, the volume of sales was about a point higher than in the second half of last year.

Clothing and footwear shops

The seasonally adjusted index of the value of sales by clothing and footwear shops was up a little in February from 111 to 113. Taking the two months together the level was little different from that during the second half of last year. As in January, there were large increases in sales compared with a year earlier – for the group as a whole an increase of 11 per cent against 10 per cent in January – but these increases were due largely, as they were in January, to the low level of sales during the cold spell last year. Footwear shops were affected by the weather last year rather more than were clothing shops, and to a much greater extent in February than they were in January; they consequently show a larger increase in February this year (24 per cent) than they did in January (10 per cent). Men's wear and women's wear shops, on the other hand were rather more equally affected in both months last year. Prices of clothing and footwear continued, as in recent months, at about 1 per cent higher than a year earlier.

Durable goods

The seasonally adjusted index of the value of sales by durable goods shops was only a little different from what it was in January – 112 compared with 113 – and was at the same level as in the final quarter of last year. As in January, furniture shops, which were particularly hit by the bad weather last year, showed a very large increase on a year earlier in February (18 per cent), and other durable goods shops again showed larger than usual increases. Prices of durable goods as a whole were about 2 per cent higher than a year earlier, the same as in January.

Other non-food shops

The seasonally adjusted index of the value of sales for this miscellaneous group of shops was 113 in February compared with 114 in January and 112 in the final quarter of last year. As in January, several kinds of business in this group which were particularly affected by the poor weather last year – for example, jewellers, and leather and sports goods shops – again showed very substantial increases on a year earlier. The effect of the increased sales of paraffin on the turnover of ironmongers and hardware shops during the cold spell last year was very largely in January, and total sales in February were about normal. As a result, while sales in January this year were 6 per cent lower than last year, sales in February showed an increase of 5 per cent which is about the increase of the latter months of last year.

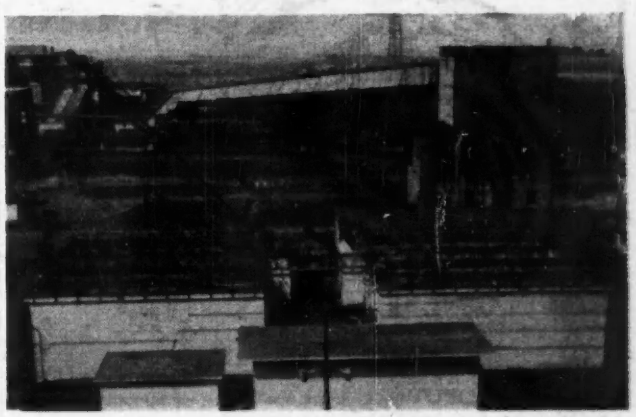
Food shops

The seasonally adjusted index of the value of sales by food shops was 110 in February compared with 111 in January, but the whole number figures exaggerate the decrease which was less than half a point. The fall in the volume index from 105 to 104 reflects a full point fall in unrounded terms. In both value and volume terms the index numbers for January and February taken together were higher than during the final quarter of last year although the increase in value was greater than that in volume.

As in January, the increase in February in the value of sales compared with a year earlier, before seasonal adjustment, was 6 per cent, the same increase as in November and December taken together.

Note:

The figures on which the estimates of retail sales are based are collected from most retailers for 'months' of four, four and five weeks each quarter. As there are thus 364 days in each retail sales year, over a number of years the retail sales periods gradually fall behind the calendar. In order to bring the periods more into line an extra week is occasionally added to one of the monthly periods. This was done for February this year which was made a five week period. Although the estimates for February given in this article are based on a weekly average of five weeks compared with four weeks in 1963, it is not thought that this has had any significant effect on the estimates. The full tables will be published in next week's *Board of Trade Journal* but in the meantime inquiries may be made to the Statistics Division, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Sullivan 3400, Ext. 3176).



Effluent treatment plant supplied by Simon-Carves Ltd., Stockport, treating effluent at the existing coke ovens at the Durgapur steelworks, India. The firm has recently received an order from The Coppee Co. (Great Britain) Ltd., for further plant to treat effluent from the coke oven extensions at the steelworks. The plant will be designed to handle 500 cubic metres a day of toxic coke oven effluent, over and above that now treated from existing coke ovens by Simon-Carves plant (more than 1,000 cubic metres a day). The phenol content of the untreated liquor, 1,000 parts per million, will be reduced to not more than five parts per million. The plant will be designed by Simon-Carves and equipment supplied by the firm in both England and India: civil engineering work will be handled by Coppee. It is expected that delivery of equipment will begin in December 1964 and be completed by the following February.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

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Hire purchase business in February

AFTER ALLOWING as far as possible for normal seasonal influences, both hire purchase and other instalment credit sales of household goods shops and new instalment credit advanced by finance houses appear to have been maintained in February at much the same level as in January and other recent months.

Total debt outstanding rose further during the month by £12 million to a total of £969 million. This was £97 million more than a year earlier.

Household goods shops

Hire purchase and other instalment credit sales by household goods shops appear to have been maintained in February at about the same level as in January, allowing for normal seasonal movements, and about in line with other recent months.

Compared with a year ago, sales in both January and February were around one-eighth higher; exceptionally severe weather tended to depress sales in the early part of last year. For furniture and furnishings shops, instalment credit sales in February were about one-fifth higher than a year earlier but for the hardware, radio, electrical etc. group the rise was about one-tenth.

Instalment debt outstanding to household goods shops as a whole, £338 million at the end of February, was much the same as a month earlier but £25 million more than a year earlier.

Finance houses

The recovery in the value of new credit extended by finance houses, compared with the low point in December, was continued in February but this was largely a seasonal phenomenon and, allowing for this, new business appears to have been maintained in February at much the same level as in earlier months since the improvement recorded in the autumn.

Compared with the somewhat depressed figures a year ago, new credit extended in February was up by about three-fifths, against about one-half in January. New credit for both new and used cars in February showed rises of around two-thirds compared with a year earlier.

Direct debt outstanding to finance houses jumped by a further £13 million during February to £631 million at the end of the month; this was £72 million more than a year earlier. Amounts owing from retailers under block discounting arrangements were unchanged at £45 million.

Note:

The tables will be published in next week's *Board of Trade Journal*, but in the meantime inquiries may be made to the Statistics Division, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Sullivan 3400, Ext. 3550).

Report on the Census of Distribution and Other Services

THE FOLLOWING parts of the Report on the Census of Distribution and Other Services, 1961, are now available, and copies may be obtained from H.M. Stationery Office at York House, Kingsway, London, W.C.2, and branches or through booksellers:

Part 7 – Area Tables – London and South Eastern Region. Price 7s., (postage 7d. extra).

Part 10 – Area Tables – Midland Region. Price 3s. 6d., (postage 5d. extra).

Overdrafts of the nationalized industries

H.M. TREASURY announced on March 26 that the total bank overdrafts of the nationalized industries at March 18, 1964 were £74·3 million, of which £68·0 million were from the clearing banks and £6·3 million from the Scottish banks.

Cinema admissions and takings in February

DURING FEBRUARY the weekly average of admissions to cinemas in Great Britain was 7·0 million, and the weekly average of gross box office takings was £1·16 million.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual susbscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1.

Monthly at £1 a year, post free:
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Quarterly at 7s. 6d. a year, post free:
Engineers' Tools for Q/4, 1963.
Motor Control Gear for October-December 1963.
Scientific and Industrial Instruments and Apparatus for October-December 1963.

Economic Report 1963

H.M. Treasury have announced that 'Economic Report, 1963', a review of economic developments in 1963, was issued on April 8, as a supplement to the March issue of 'Economic Trends', the monthly periodical published by the Central Statistical Office; this issue also contained an article on the Balance of Payments in the fourth quarter and year 1963.

It was also announced that White Papers on 'National Income and Balance of Payments', and on 'Government Expenditure Below the Line' were issued on the same day.

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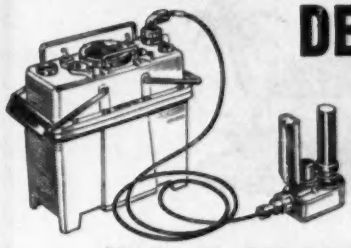

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Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday April 3, 1964.
Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
A Place To Go	Bryanston Films Ltd.	Excalibur Films Ltd.	Br/E 29303	87	March 31
Seventy Deadly Pills	The Children's Film Foundation Ltd.	Derick Williams Prods. Ltd.	Br/E 29304	55	March 31
Pathe News 64-27	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29074	8	April 3
Pathe News 64-28	" "	" "	Br/E 29075	9	April 3
Movietone News 1817	Twentieth Century Fox-Film Co. Ltd.	British Movietonews Ltd.	Br/E 29010	7	April 3
Mining Review No. 8 17th Year	Data Film Distributors Ltd.	The National Coal Board	Br/E 29310	11	April 3
Saturday Night Out	Compton-Cameo Films Ltd.	Compton-Tekli Film Productions Ltd.	Br/E 29290	96	April 3
		FOREIGN			
Muriel	United Artists Corp. Ltd.	Argos Films/Alpha Productions/ Eclair/ Les Films Dela Pleiade, Paris, and Dear Films Produzione, Rome	F 29306	116	March 31
Natika	Contemporary Films Limited	F.F. Film Productions Lausane Switzerland.	F 29305	90	April 2
Black Fox	Contemporary Films Limited	Image Productions Incorporated and Le Vien International Productions Ltd.	F 29307	89	April 2
A Distant Trumpet	Warner Pathe Distributors Ltd.	Warner Brothers Pictures Inc.	F 29308	116	April 2
The Rape of the Sabine Women	Regal Films International Ltd.	Constelacion. S De R.L. Mexico	F 29309	79	April 2

CORRECTIONS TO THE REGISTER:
The registration particulars of the following films have been corrected as shown below:
'The Betrayer' (F 27905) registered on November 29, 1962, has been corrected to include the additional maker: Orsay Films, Paris 8, France.
'Warriors Rest' (F 28174) registered on February 8, 1963, has been corrected to include the additional maker: Incei Film, Rome.
'Odyssea Nuda' (F 28175) registered on February 8, 1963, has been corrected to include the additional maker: Francinex, Paris.
'L'Eclipse' (F 28265) registered on February 28, 1963, has been corrected to include the additional maker: Interopa Films, Rome.
'The President' (F 28357) registered on March 28, 1963, has been corrected to include the additional maker: Ce. S.I., Rome.
'La Steppa' (F 28597) registered on May 31, 1963, has been corrected to include the additional maker: Aera Filma, Paris 17, France.
'The Three Fables of Love' (F 28668) registered on July 4, 1963, has been corrected to include the additional makers: Ajace Cinematografica, Luano Tever, Rome; Hispano Fox Films, Madrid.
'Seduction of the South' (F 28669) registered on July 4, 1963, has been corrected to include the additional maker: Orsay Films, Paris.
'Eve' (F 28704) registered on July 23, 1963, has been corrected to include the additional maker: Interopa Films, Rome.
'Vice and Virtue' (F 28810) registered on September 16, 1963, has been corrected to show the makers as S.N.E. Gaumont, Paris; Ultra Films, Rome.
'She Got What She Asked For' (F 28865) registered on October 10, 1963, has been corrected to include the additional makers: Arco Films, Rome, Francinex and Pathe Cinema, Paris.
'Sex Can be Difficult' (F 29215) registered on February 14, 1964, has been corrected to include the additional makers: S.P.A., Via Cesalpino A., Rome.
The Playing time of the film 'Jugglers and Acrobats' (Br/E 29297) registered on March 24, 1964, has been corrected to read 26 minutes.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.

Black and white prints. *These should be 'action' photographs showing U.K. goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*

Photographs of U.K. businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.

Colour photographs. *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

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The Board of Trade

Export Service Bulletin

has now replaced the Special Register Service of Information

Contents

Market Pointers
Market Reports
Calls for Tenders
Export Opportunities
General Notices

Cost

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Export Services Branch Board of Trade
HILLGATE HOUSE, 35 OLD BAILEY, LONDON E.C.4

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1964	Stores	Location	Auctioneers
April 15 .	Sale of operational equipment including electric motors, water pumps, fresh air and cooling fans, switch gear, R.S.J. gantry and girders, teak flooring, Sundela board ceilings and wall, steel and wood doors, bulk head and fluorescent lights, electric supply cables, dog kennels, timber deck, steel gantry, etc.	Royal Air Force, Cold Hessleden, Co. Durham.	Joseph Cundall & Sons, Sherburn, Malton, Yorkshire. (Tel. Sherburn 216/217).
April 23 .	Miscellaneous stores and equipment . .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd., Botchergate, Carlisle. (Tel. Carlisle 26292).

The above sale will include aircraft spares, ground equipment, wheel assemblies, vehicle spares, oxygen equipment, motors, electronic equipment including video oscillators, signal generators, test sets, oscilloscopes, receivers, power units, electronic valves, transformers, lead acid accumulators, aluminium containers, parachute canopies and cord, sesquicarbonate of soda, paints, chemicals, miscellaneous stores and equipment.

April 29 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co., Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).
May 14 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland, Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).
May 28 .	Miscellaneous stores and equipment . .	No. 35 Maintenance Unit, Royal Air Force, Heywood.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).

Catalogues for the above sales may be obtained within fourteen days of the advertised dates of the sales on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

TENDER SALES

Tenders are invited for the purchase and removal of:

(a) Two type T2 Hangars (approximate size 240ft × 120ft) at Spilsby, Lincolnshire, together with a further two at East Kirkby, approximately 6 miles from Spilsby; and

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Apply within seven days of the date of this notice to Ministry of Defence A.F.C.19a – (Air) Turnstile House, London, W.C.1., for tender forms.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1964	Stores	Location	Auctioneers
April 14 .	Engineering, electrical and miscellaneous stores.	Army Storage Depot, Ruddington, Notts. .	Walker, Walton & Hanson, (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham, (Tel. 54272).
April 28 .	Vehicles, industrial equipment, machine tools and miscellaneous stores including:	Army Storage Depot, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey, Sons & Cassell, (Dept. L.) 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).

Grinders SS & SC capstan and other lathes; milling machines; woodworking machinery; pipe bending machine; bending rolls; Coles 3 tons mobile crane; 2 Priestman diesel crawler cranes; Ransome & Rapier mobile cranes, 5 tons to 2 tons; Grafton rail steam cranes, oil fired locomotives; shunter tractor; geared crane skip; brazing machine, pneumatic core blowing machine, steel moulding machine, single station moulding machine; billet descaler; welding machine; welding manipulator; boot and shoes soles stitching machine; double stitching machine; gravity roller conveyor; wireless and radio equipment and stores; 190 canvas covers, 24ft × 18ft and 18ft × 15ft; blankets; greatcoats; trousers various, blouses; khaki shirts; vests and drawers; cap comforters; jersey pullovers; boots and shoes; denim and mixed rags; old canvas and webbing; old carpet and carpet; 25,000 rubber powder bags, 100lbs. cap; steel tubular stacking and other chairs; miscellaneous furniture; tool kits and small tools; 10,600 knife, fork and spoon combination sets; Vauxhall 'Victor' estate car; Ford 'Consul'; 2 Ford 'Zephyrs'; Bedford 5 ton van; Ford-Thames 5 ton dropside truck, etc.

May 6 .	Miscellaneous stores	Command Ordnance Depot, Coypool, Marsh Mills, Plymouth. (*Sale at Kinterbury House*).	Woolland Son & Manico, (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel. 69292).
May 12-14 .	Vehicles, earthmoving, road making and lifting equipment, trailers, plant ancillaries and spares, motor cycles, etc.	Army Storage Depot, Ruddington, Notts. .	Walker, Walton & Hanson, (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel.: 54272).

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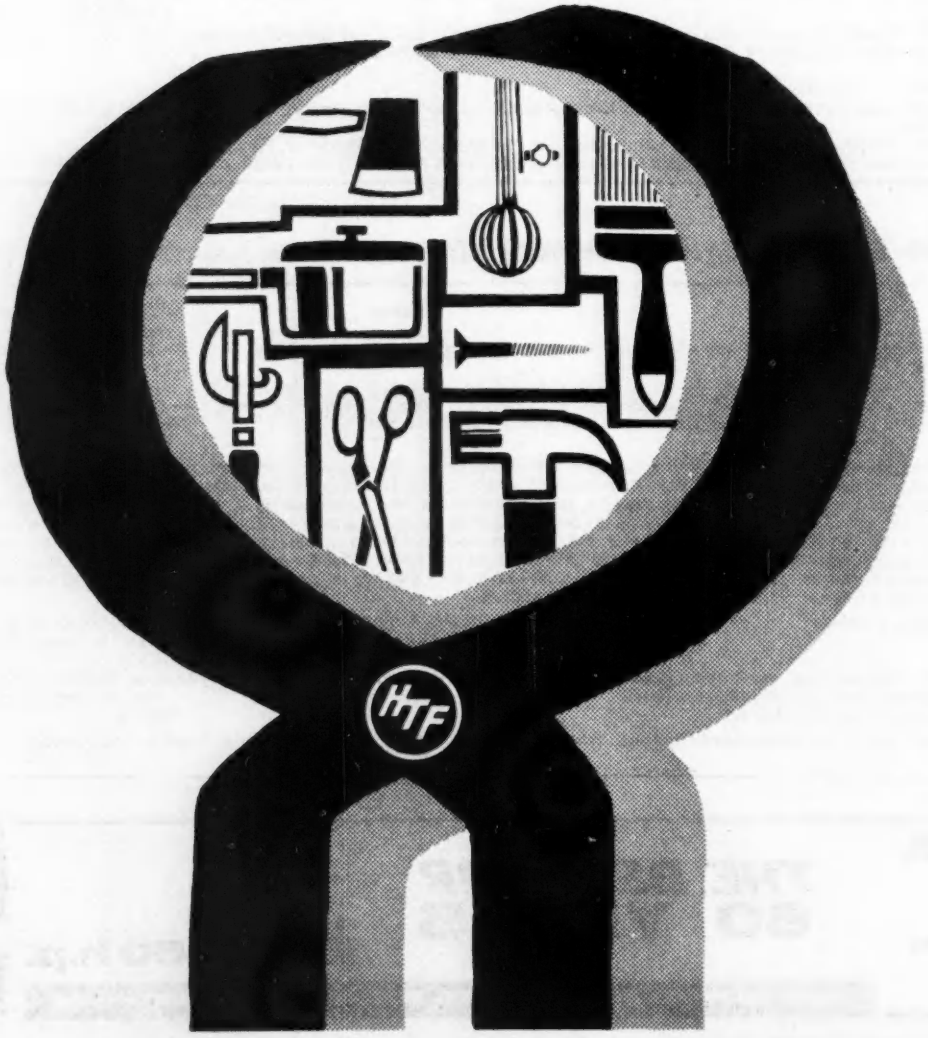

Exhibitions and Fairs

British Industrial Fair at Barcelona is being held 'at the right moment'

—Mr. Edward Heath

BY A CORRESPONDENT

THE HOPE that Britain will not only keep her place as Spain's chief customer but will also become her chief supplier was expressed by Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, speaking in Barcelona on April 1, at the opening of the British Industrial Fair.

The Fair, which continues until April 12, is the biggest all-British event ever held in Spain. The Secretary of State said he was sure this was the right moment to hold the Fair, when Spain stood ready to implement its development programme. 'Traditionally,' said the Minister, 'we have bought from Spain much more than we have sold here. But recently Spain's development programme has begun to change this.

'Our imports from Spain have increased from some £50 million in 1959 to nearly £70 million in 1963 – an increase of more than a third. But over the same period our exports to Spain have increased from about £24 million to £68 million – an increase not far short of three times. This is a remarkable and a dramatic increase, and it can only be healthy for both trading partners.'

In a reference to tourism the Secretary of State said British visitors to Spain now numbered something like a million a year, and they spent more than £20 million in the country. This was an item on the trade balance which Britain would not find easy to match.

Referring to Spain's four-year social development plan as a massive and ambitious programme of industrial growth, the Secretary of State said Britain had a great deal to offer Spain to help her to carry it out. 'We realise that credit terms are going to be as important as quality, price and delivery,' he continued. 'We are well able to offer attractive and competitive credit terms, including long-term credit, for the larger items of capital equipment. I have the impression that this is not as fully realised as it might be in Spain, and I want to do all I can to make the credit facilities which our exporters can offer more widely known.'

Senor Ullastres Calvo, the Spanish Minister of Commerce, who opened the Fair, commented on the fact that Britain was the first foreign country to mount such an effort in Spain. 'In the words of the Spanish proverb,' added Sr. Ullastres, 'he who strikes first strikes twice'.

Reviewing the trade relations between Britain and Spain, Sr. Ullastres said British industrialists were showing drive and imagination. Two striking examples were concerned with nuclear power developments and commercial vehicles. The British, he added, were well known in Spain for their fair play and for their ability to develop partnership.

He instanced developments in the field of nuclear energy and electronics as areas in which there already existed a great deal of co-operation between British and Spanish firms, and indicated that there would be many more opportunities for this.

'Britain's vote of confidence in the economic future of Spain' was how Sir William McFadzean, chairman of Britain's Export Council for Europe, described the Industrial Fair. He was addressing a gathering of Spain's leading journalists at a preview of the Fair.

Sir William said the speed and firmness the Spanish Government had shown in liberalizing trade and working towards the full integration of Spain into the European economy had done much to create this climate of opinion throughout industry in Britain. The Fair could be regarded as only a start. There were already moves afoot within certain industries for an energetic follow-up. One was a proposal by the Scientific Instrument Manufacturers' Association of Great Britain to hold an exhibition in Spain later this year.

Sir William also referred to plans for inward missions to the United Kingdom during April and May of Spanish Government officials and industrialists to visit many British factories. Another mission of Spanish engineers from conventional power stations was planned for September.

Sir Norman Kipping, director-general of the Federation of British Industries, and chairman of British Overseas Fairs–who are organizing the exhibition, reviewed Spain's development proposals in the present year. These cover all of industry, agriculture, roads and railways. 'You have British firms here,' he said, 'which produce the means to build new industries and modernize the old, the means to mechanize agriculture, build new roads, harbours, airports and the means for speedy movement of goods and people. We are pretty good at producing these goods. We have to be, in order to survive. Our objective is to sell you more of the goods you need and to offer financial terms and prices which are competitive.'

More than 300 British manufacturers of capital and producer goods are exhibiting at the Fair. The products on show are all relevant to projects in Spain's four-year-plan for social and economic development and are expected to attract an estimated 25,000 buyers from all parts of Spain.

The first definite order for equipment placed at the Fair was for 30 electronic ticket machines for the Compania de Metropolitana of Madrid. The machines, to be installed in Madrid's main underground station, are manufactured by The Bell Punch Company Ltd., of Uxbridge.

Already in use in many overseas countries, they eliminate all problems of ordering, storing, checking, issuing and counting of tickets. All these things are accomplished by simply pressing a button which prints, dates, numbers and records all tickets according to to their value.

The following are brief notes on some of the exhibits at the British Industrial Fair.

P. J. Hare Ltd., Bristol, are showing a range of high-speed hydraulic presses.

As part of the extensive display of equipment for the automobile industry, Crypton Equipment Ltd., of Bridgwater, are exhibiting equipment for battery charging and engine tuning.

Moxey Ltd., of Gloucester, are showing a working model of their new Dellster machine for blending and reclaiming ore, coal or bauxite. Gardners, of Gloucester, will demonstrate a perspex double cone for dry, free-flowing powers.

Fielding and Platt, also of Gloucester, will be publicising heavy-duty hydraulic presses, and outside the main exhibition hall there is an extensive display in which Newman Hender and Company show samples, as well as photographs and diagrams, of their range of valves, fittings and pressure gauges.

Dominating its particular section outside the main exhibition hall is the diesel hydraulic 'Iron Fairy' mobile crane made by the British Hoist and Crane Company, of Compton. Within the hall a prominent position has been taken by Baker Perkins Granbull Ltd. to

(*Continued on page* 787).

A Sud Aviation Caravelle of Iberia Airlines powered by Rolls-Royce Avon turbojets. The Avon turbojet is one of the four types of turbine aero engines being exhibited by Rolls-Royce Ltd., at the Barcelona Fair. Other products being exhibited by the firm include piston aero engines, a Rolls-Royce Silver Cloud III, industrial turbines and petrol and multi-fuel engines.

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- Paris Trade Fair
- International Textile Market
- International Energy and Industrial Heating Exhibition
- Expobois : International Exhibition of Wood Machinery and Wood Industries.
- Railway Rolling Stock and Locomotive Exhibition

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demonstrate a range of extruders.

Paybe Products International Ltd., of the Slough Trading Estate, are showing lapping equipment in the machine tool section. Hanovia Lamps, Slough, are showing ultra-violet equipment for scientific and industrial uses, while a third Slough firm, Copperad Ltd., are giving prominence to their heat and air-conditioning equipment.

Broom and Wade Ltd., of High Wycombe, are showing air compressor plants.

J. Taylor (Syston) Ltd., are demonstrating aluminium and steel curtains and shutters, while Leicester's traditional skill in the boot and shoe industry is illustrated by B. U. Supplies and Machinery Comany, of Leicester. This company are showing a range of cutting presses for use by the leather and plastics industry.

In the machine tool section one of the largest of the Fair A. A. Jones and Shipman Ltd., of South Leicester, are exhibiting a number of precision grinding and honing machines, while Rank Taylor Hobson, also of Leicester, are showing high precision measuring instruments.

A new deal is in sight for Spanish cows – and the people who drink their milk – and a number of British firms are making a big effort to cash in on it.

In many parts of Spain, and particularly in the North-Western provinces, the life cycle of the cow is still one of work, milk and meat. They are often yoked to ploughs or carts during the day, milked at night and slaughtered for meat when they have ceased to yield. Many of these cows are kept in cities. There are some 16,000 cows in Madrid alone dispersed among 800 owners.

But the picture is changing, and a development which will gain impetus from Spain's £5,000 million scheme for social and economic development is the setting up of large centres for milk production and processing. According to the Madrid representative of A.P.V. Ltd., Crawley (Sussex), the setting up of these large centres for producing and handling milk is being carried out by private companies and Co-operatives.

Some are under way and are setting a new trend for Spain's milk industry. They are being equipped in the best modern style, he said, and the operation is bound to have a tremendous effect on hygienic milk production. This inevitably means the business of big herds and a gradual end to the unsatisfactory business of gathering milk from small farmers keeping one or two cows.

Beer drinking in Spain has more than doubled in the past five years. Although Spaniards are showing more liking for beer, the greater part of the increase matches that of the increase in holiday-makers in the same period.

Several new brewery projects have been established along the Mediterranean coast, and British firms showing brewing equipment at the Fair are already well established as suppliers.

One of the biggest single exhibits in this field is a complete beer pasteurizing plant which is due for installation in a new brewery for the El Aguila Combine – the biggest in Spain – when the show ends.

It is a stainless steel unit with a flow of 20,000 litres an hour and claimed to be the most efficient of its kind ever produced.

Two evaluation micro-circuits, each containing a dozen thin film tin oxide resistors, are being marketed by Electrosil Ltd., Sunderland, in a test kit manufactured by Corning Electronics Components. These kits give designers the opportunity of trying Corning micro-circuits under their own operating conditions at low cost.

Each twelve-resistor micro-circuit is on a wafer 7/16 by 11/16in. Substrate material is alumina, glazed with a special alumino-silicate glass. The resistors have values of 500 ohms 5K and 50K.

Included in the kit is a schematic diagram of the test circuit, a photograph of the circuit before coating and lead attachment, and technical information listing typical Corning micro-circuit performance and specifications.

The technical information in the kit reports that no catastrophic or degradational failures occurred during 1,400,000 part unit hours of thin film resistor load life testing. Details of six load life test programmes are tabulated.

Corning thin film resistor networks are made by a non-vacuum process which has been used for more than a decade to manufacture conventional tin oxide film resistors. The process lends itself to economical mass production and product reliability.

Thin film capacitors may be added by vacuum deposition, and discrete semi-conductor devices may be attached.

Corning manufacture the substrate as well as applying the thin film network, so that complete control of the process is assured at all stages of manufacture.

Schoolchildren from the Woodfield County Secondary School, Cranford, Middlesex, who are on a two-week educational visit to France and Spain, took the opportunity of looking in at the British Industrial Fair at Barcelona. The schoolchildren are seen looking at an industrial extractor fan on Woods of Colchester Ltd.'s stand.

Spanish projects of immediate interest to the heavyweight exhibitors at the Fair involve the expenditure of £140 million on new steel works, £170 million on telecommunications and a 70 per cent increase in electric power production involving both nuclear and conventional power plants. Also in the offing are a string of developments concerning roads, railways, ports and general construction work.

The Fair and the negotiations centred upon it crystallizes the United Kingdom for a share in these enterprises. As Spain's best customer, Britain is in a special position, but there are no illusions about the strength of the opposition. The Spaniards, anxious to preserve their current trading reserves, are shopping with a shrewd eye for the best bargains. With other leading contenders, notably America, France and West Germany, banking on the power of extended credit facilities, Britain faces a stiff test.

Britain's participation in 53rd Rand Easter Show

A report by H.M. Consul (Commercial) Johannesburg.

THE RAND EASTER SHOW, which is the largest annual agricultural and industrial exhibition in Africa, was held from March 17 to March 30 in the permanent showgrounds of the Witwatersrand Agricultural Society at Johannesburg.

An innovation this year was the introduction of a chairlift operating at about 25 feet above ground level on somewhat similar lines to the one operated at the World Fair in Brussels in 1958. The aerial cableway provided the 1964 Rand Show with its slogan 'Riding High' expressive of the present buoyance of the South African economy.

National pavilions

In the international section Austria, Belgium, France, Italy, Japan, Netherlands, South Africa, Southern Rhodesia, Spain, Western Germany and Britain again exhibited in their permanent pavilions. The Austrian pavilion has been completely rebuilt and enlarged in the course of the last twelve months. It is now one of the most modern of the pavilions, and, in fact, received the only Gold Medal awarded to any National Pavilion at this year's Rand Easter Show. However, the British Pavilion won the award of merit by the Transvaal Provincial Institute of Architects for the best exhibition building designed and constructed in the province since 1956. This is the first time that the Institute has made an award for an exhibition building of any description.

British exhibit

The British Government established its permanent pavilion at the Rand Easter Show in 1959, and each year's exhibition has since featured a particular industry or a group of related industries.

The first exhibition in 1959 was devoted to the theme of 'Power from the Atom'. The theme in 1960 was 'Textiles', followed by 'Transport' and 'Design in the Home'. Last year 'British Equipment for Agriculture' was represented.

This year the theme was 'Leisure', and in a pleasant and relaxing atmosphere, aided by the sound of running water and soft background music, visitors were able to see various ways of creating leisure, to receive suggestions as to the use of leisure, and also to view a great many aids to the enjoyment of leisure.

Well over one hundred British concerns, in conjunction with their South African agents, affiliates, and in some cases, manufacturers under licence, displayed labour-saving equipment, sports goods, games, toys, hobbies, do-it-yourself kits, photographic equipment, artists' materials, radios, books and numerous other items. A travel section formed a central

(*Continued on page 789*).

TRADE OPPORTUNITIES IN **AFRICA**

GHANA
INTERNATIONAL
TRADE FAIR
ACCRA
3-21 FEBRUARY 1965

The GHANA INTERNATIONAL TRADE FAIR offers international traders an unprecedented opportunity of exploring trade and investment opportunities in GHANA and THE NEW AFRICA. The Fair can open up to you an enormous market for capital goods such as agricultural machinery and specialized industrial plant. Plan now to exhibit *your* products!

- ☐ Ghana has just launched a £G1,000 million seven-year development plan.
- ☐ £G5 million in import licences will be issued to cover business transacted at the Fair.
- ☐ Technical Conferences on African Development will be held in Accra during the Fair. They will be attended by technicians and buyers from many African countries.
- ☐ One million visitors to the Fair are expected, from Ghana, the New Africa and the rest of the world.

Ghana is rapidly developing into a commercial centre for West Africa. It will pay to exhibit your products at the Ghana International Trade Fair, Accra, 3-21 February 1965.

For detailed information please contact **MINISTRY OF TRADE P.O. BOX M. 47 ACCRA GHANA**

Looking ahead

Trade and Growth in Modern Britain

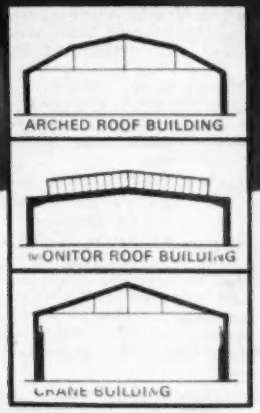
ASPECTS of Britain's economic life are explained in a series of Government broadsheets and posters. Broadsheets 1-9 show the facts behind the need for trade expansion and economic growth. The series ranges farther afield in recent issues:

10. *Our Aid Effort* (how we help poorer countries)
11. *Public spending* (how and why money is used)
12. *Trading with Europe* (its importance for us)
13. *Construction* (action to expand the industry)
14. *Regional Measures* (tackling unemployment)
15. *Progress in EFTA* (towards freer trade)

FACTS and figures appear in two posters:

1. 'What we sell abroad'
2. 'Our growing exports'

Further broadsheets are planned. Broadsheets 1 - 15 and Posters 1 and 2 are available (free) from Circulation Section (H), Central Office of Information, Hercules Road, London, S.E.1



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part of the display and publicised various ways and means not only of getting to Britain, but also of enjoying the time spent there. The cinema in the Pavilion was used by the British Information Services for a large number of regular film shows each day featuring travel, sport and similar subjects appropriate to the exhibition.

Co-operation of B.M. & R.A.

The British Manufacturers' and Representatives' Association co-operated in letting much of the space for the 1964 exhibition, and as in the past provided secretarial services to exhibitors. The Association also organized a very successful cocktail party which was given in the Pavilion by the exhibitors for upwards of 300 trade guests. The Pavilion was again administered on behalf of the Board of Trade by the British Consulate-General, Johannesburg, which staffed the official inquiry desk. A large number of trade inquiries was handled at the desk and some 80,000 special leaflets were distributed to visitors.

Success of the Pavilion

As in previous years the exhibition was favourably received by both the trade and the press, and it was also well supported by members of the general public. The *Rand Daily Mail* showed a photograph of certain British exhibits on its front page and contrasted the catholic public appeal of 'Leisure' with that of some earlier themes, and it came to the conclusion that 'there is something for dad, mum, and the children'.

British fashion displays in Paris

THE BOARD OF TRADE are helping both the British Fashion Export Group and the Fashion House Group of London by providing certain facilities in connection with the showings of British ready-to-wear fashions which the two organizations are putting on separately in Paris next month.

In collaboration with the Board of Trade, the British Fashion Export Group is co-ordinating the individual presentation of ready-to-wear Autumn and Winter collections to buyers from all over the world at the Salon International du Pret a Porter Feminin, Porte de Versailles, Paris, from April 18 to 23.

This is one of the most important ready-to-wear fashion trade fairs in the world and the 38 leading British manufacturers taking part will occupy stands of from 300 to 750 square feet each (a total of 16,000 square feet). Many of the firms will present regular fashion parades throughout each day during the period of the Salon. Firms taking part will be showing in total over 3,000 new season's models of all types of outer-wear, including coats, costumes, slacks, skirts, day-dresses, evening-dresses and bridal-wear.

It is hoped that the greatly increased number of British participants, double that of the British Fashion Export Group's last entry into the Salon and now representing 20 per cent of the total number of exhibitors, will achieve business which will substantially increase the exports of the British fashion industry, not only to France but to Europe generally and the rest of the world.

The Board of Trade are also providing some facilities in connection with the presentation of ready-to-wear Autumn and Winter collections by the Fashion House Group of London at the Royal Monceau Hotel, Avenue Hoche, Paris 8e. Members of the Fashion House Group of London will be showing their collection at the Royal Monceau Hotel from 8 a.m. until midnight from April 20 until April 23.

Twelve members of the Group will take part, showing nearly 500 models ranging from coats, casual wear and raincoats to suits and ball gowns. Buyers are being invited from both sides of the Atlantic. As a result of their 'invasion' of Paris and their own Export Fashion Week which opens a fortnight later in London, they are expecting to take orders worth more than £2 million from buyers in 40 countries.

Both the Fashion House Group of London and the British Fashion Export Group will each have staff, including interpreters, manning trade information inquiry points at their respective presentations.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date Last Published	Date Next Published
Outside Europe . .	*April 3*	*July 3*
Europe . . .	*March 6*	*June 5*
United Kingdom . .	*Feb. 7*	*May 1*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 2791, Germany and Scandinavia, 2783, France, Italy, Benelux, Switzerland, Austria, Finland, Spain, Portugal, Irish Republic, Greece, Turkey, Middle East and West Africa; 2785, United Kingdom and Rest of the World will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of cost and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

** indicates fair which is held annually at approximately the time stated.*

† indicates fair which is held alternate years at approximately the time stated.

Additions to Classified Lists

The fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on April 3, March 6 February 7 respectively.

EUROPE

Additions:

COLOGNE: INTERNATIONAL MILLINERY EXHIBITION (IFADA) – January 4-8, 1965.

* Apply, Fachverband Hut Industrie E.V. Schildergasse. 41-45 Cologne 4.

NUREMBERG: INTERNATIONAL TOY FAIR – February 14-19, 1965.

* Apply, Lep Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel: Central 5050.)

OFFENBACH: INTERNATIONAL LEATHER GOODS TRADE FAIR – February 20-25, 1965.

* Apply: Offenbacher Messe-Gesellschaft M.B.H. Kaiserstrasse 110, Offenbach-am-Main.

UNITED KINGDOM

Addition:

MANCHESTER: THE PHYSICS EXHIBITION – April 5-8, 1965.

At the College of Science & Technology.

* Apply, The Institute of Physics and the Physical Society, 47 Belgrave Square, London, S.W.1. (Tel: Belgravia 6111.)

TRADE FAIRS GUIDE

A new edition – the fifth – of the booklet 'Trade Fairs Help Exports – Hints for the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade Regional Office or from Export Promotion and Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1 .Tel. Trafalgar 8855, Ext. 2631 (Ref. G.D. 1232/63).

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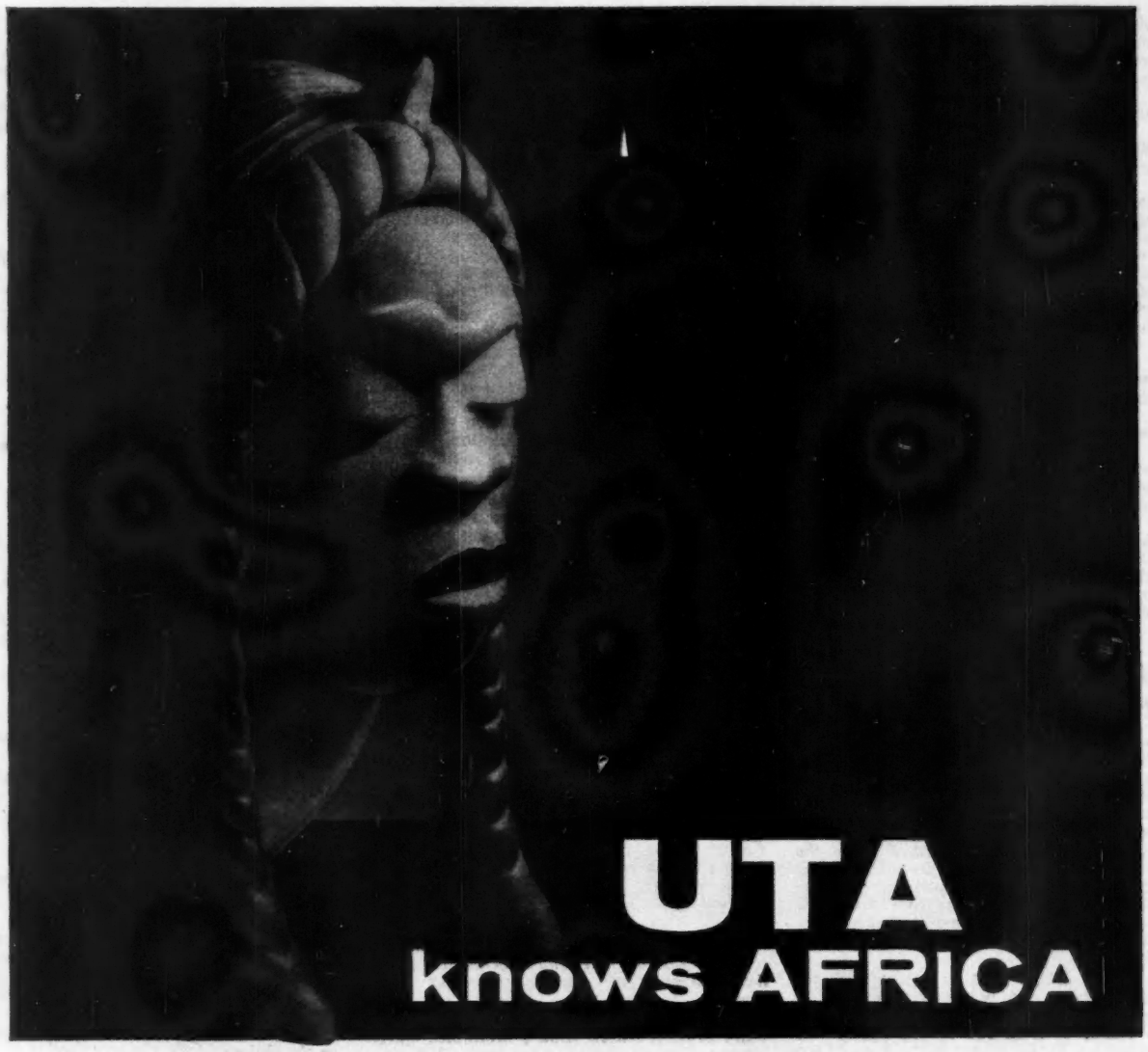

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Overseas Trade and Exports

TRADING WITH FRENCH SPEAKING WEST AFRICAN COUNTRIES (4)

Cameroon: The bridge between English- and French-speaking Africa

A REPORT BY CHANCERY, BRITISH EMBASSY, YAOUNDÉ.

THE FEDERAL REPUBLIC of Cameroon is a large triangular-shaped country of which the base, extending some 400 miles from east to west, lies two degrees above the equator, while the northern apex is 700 miles away on Lake Chad. The north is mainly hot savannah land, while the undulating south is dominated by the great equatorial rain forest which reaches across Africa to the Mountains of the Moon. The temperate western highlands culminate in the 13,000 feet high Mount Cameroon, first made famous by Sir Richard Burton's ascent just over 100 years ago. The largest town and principal port, Douala, is situated in the middle of a coastal mangrove swamp. Yaoundé, the capital, is some 150 miles inland and, due to its altitude, considerably less humid and oppressive.

Cameroon, which was a German colony before World War I, is composed of two Federated States. East Cameroon, with a population of about 3·5 million, was under French Trusteeship before it became independent on January 1, 1960. West Cameroon, population 0·8 million, was under British Trusteeship until it joined East Cameroon in forming the Federal Republic on October 1, 1961, following a plebiscite. Both French and English are official languages, but in East Cameroon the predominant language is French, while in West Cameroon English is generally spoken. 'Pidgin', the *lingua franca* of the West Coast, is used extensively throughout both states.

British exports to Cameroon, while small in relation to our total exports, are not negligible. They recovered from £1·57 million in 1962 to £2·1 million in the first eleven months of 1963, following the previous year's disorganization of trade due to the transfer of West Cameroon from the sterling area to the franc zone. (Sales to East Cameroon declined from £870,000 to £560,000, whilst those to West Cameroon rose from about £700,000 to £1,450,000). Our major exports are utility vehicles, machines and engineering equipment (mainly to West Cameroon), and spirits. In the first eleven months of 1963 our exports of these three items to East Cameroon were respectively about £200,000, £150,000 and £70,000. (Figures for West Cameroon are not yet available).

France has the lion's share of trade with Cameroon, as one would expect from the latter's membership of the franc zone. Imports from the franc zone accounted for about two-thirds of the total imports of about £36 million into East Cameroon in both 1962 and 1963. In the first eleven months of 1963 imports from West Germany were about £2 million, from the United States about £1·4 million and from Japan about £1 million.

East Cameroon has benefited recently from good harvests and better export prices, resulting in a 14 per cent increase in foreign exchange earnings in the first eleven months of 1963 over the same period in 1962, to about £38 million. Cocoa export receipts were up £1·7 million to £11·3 million, and coffee receipts increased by £700,000 to £8·1 million. Exports of aluminium from the smelter at Edea also increased by £1 million to £7 million. Hardwood exports which stood at £2·5 million in 1962 rose by about 18 per cent in value in 1963. Though, in common with other countries in Africa, Cameroon's economy is very susceptible to changes in the market for tropical produce, there should be no major setback in the near future.

West Cameroon's imports were about £5 million in the twelve months ending June 30, 1963. Exports were about £6 million in both 1962 and 1963. The immediate prospects for this year are favourable. However, banana exports (about 25 per cent of the total in 1963) which depended on Commonwealth Preference* for their competitive position in the United Kingdom market, have only been maintained as a result of hurricane damage last autumn in the West Indies, and great difficulties are likely to be encountered when West Indian production recovers. United Kingdom imports into West Cameroon still benefit from preferential treatment, despite the removal of Commonwealth Preference on our side. But this is a temporary reprieve until the tariff systems and price structures of the two Federated States have been 'harmonized'. Since the price level in West Cameroon is much lower, this will take time, and British exports to West Cameroon will continue to enjoy the same treatment as those of European Economic Community countries at least until January 1, 1965. In East Cameroon British goods suffer a tariff disadvantage, in some cases as much as 30 per cent, compared with goods originating in Common Market countries. An agreement on commercial and economic co-operation, designed to strengthen the links already existing between the United Kingdom and the Federal Republic, was signed in London on July 29, 1963.

In their five-year development plan, which is largely concerned with communications, the Federal Government recognize the role which foreign capital can play in the development of the country. Their policy is to encourage both foreign aid and private investment. At present Cameroon benefits from aid from a variety of sources. The Common Market's European Development Fund has pledged $45 million. The French Government provided financial aid, in the form of budgetary support and investment credits, totalling about £5 million in 1963, as well as about 800 advisers and teachers. The West German Government has committed about £3·5 million of capital aid, which will be used mainly for roadbuilding in the north. The United States is providing about £3·3 million for the Transcameroonian Railway, which will extend the existing limited railway network to the north. All of this aid is normally tied, and the only opportunities for tendering are likely to be through subsidiary companies in the donor countries. Canada, Israel and Italy provide Cameroon with technical assistance. Our aid, which is mainly deployed in West Cameroon, consists of a substantial programme of technical assistance.

Private investment in Cameroon is encouraged through a liberal Investment Code and through financial assistance. The Investment Code contains two sections which are relevant to most manufacturing investment. 'Régime A' exempts investing companies from certain import duties and, until December 31, 1980, from new import, export and consumption taxes. 'Régime B' provides for exemption from profits taxes for five years. In addition, the Code provides supplementary

(*Continued on page 793*)

*Withdrawn as from October 1st, 1963.

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guarantees for projects of major importance to the economy. Financial assistance to private investors is given through two government institutions: the *Banque Camerounaise de Développement*, and a new *Société Nationale d'Investissement*, each of which have a capital of about £3·5 million. A recent example of assistance of this kind was the provision of part of the capital required for the French *Compagnie Générale de Télégraphie Sans Fil* to build a £90,000 factory to manufacture transistor radios and electronic equipment.

Apart from large-scale aluminium smelting at Edea and a modern Bata shoe factory at Douala, industry in Cameroon is confined to processing cocoa, palm-oil and cotton, and to the small-scale manufacture of furniture and household articles in plastic and aluminium, bicycle assembly and some textiles. Factories for meat-canning and fish-canning and a more modern textile industry may be built in the near future. Industrial production was, at a rough estimate, about £20 million in 1962.

Much of the commerce in Cameroon is in European hands, and apart from the large number of French representatives of commercial houses, there are many Lebanese and Greek businessmen settled here. Owing to the operation of the franc zone, with its absence of exchange control formalities between Cameroon and France, supplies tend inevitably to come largely from the latter. Openings for British imports in East Cameroon are likely to continue to be limited to specialized items not available from France, or items where the British product has a price advantage great enough both to jump the tariff and to provide an incentive to the importer to go through the exchange control procedure. West Cameroon should continue to be a useful, if small, market for some time to come. Firms interested in the possibilities should consult the booklet 'Hints to Business Men visiting the Federal Republic of Cameroon' (obtainable free of charge from the Board of Trade, 1 Victoria Street, London, S.W.1, or from any of the Board of Trade regional offices) and communicate with H.M. Embassy, Boîte Postale 547, Yaoundé, for further information on East Cameroon, and with H.M. Consul, P.O. Box 68, Buea, for information about West Cameroon., and with H.M. Consul, P.O. Box 68, Buea, for information about West Cameroon. In the event of visits, advance notice about time of arrival by plane would be helpful. Hotel accommodation is very scarce and advance booking essential.

This article is the fourth of a series on some of the French-speaking countries of West and Equatorial Africa. The countries to be covered in the series are Cameroons, Congo Republic (Brazzaville), Gabon, Ivory Coast (see *Board of Trade Journal* of February 14, 1964), **Mali, Mauritania, Senegal** (see *Board of Trade Journal* of March 27, 1964), **Togo** (see *Board of Trade Journal* of February 21, 1964) **and Guinea.**

The total area of these countries is just under half that of the United States, yet their entire population is only slightly over 21 million. Compared with their English-speaking neighbours they are thinly populated: Nigeria has 36 million inhabitants; Ghana has 7 million. The possibilities of trade with them are naturally correspondingly smaller. Yet despite this and other factors which may make French-speaking West and Central Africa less attractive to British industry than some other areas of the world, opportunities occur which enterprising firms will find deserve following up.

Although there are wide differences in geography and resources these countries have several points in common which are well worth noting. They are all developing countries anxious to improve their economic situation and will welcome the participation of firms from industrialized countries in their development. To a greater or less degree many of them offer inducements or safeguards to foreign firms setting up within their frontiers if participation takes this form. They lack the technical resources as well as the financial means for many projects they consider desirable and are very ready to listen to sound technical advice.

French is the official language in each country and very little, or no English, is spoken except in West Cameroon. The effects of the intensive character of French education and of French administrative practices are noticeable. Links between France and most of the countries are very strong, sustained by a complex of monetary, commercial, aid and defence arrangements. All, except Guinea, are members of the Franc Area.

The common currency, except for Mali and Guinea, is the CFA franc. Fifty CFA francs are equal to one French Metropolitan

(Continued at foot of next page)

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TRADE AND FINANCIAL ARRANGEMENTS

New arrangements for Anglo–Czechoslovak trade

NEW ARRANGEMENTS for Anglo-Czechoslovak trade were signed on April 6 in London by Mr. Edward du Cann, Minister of State, Board of Trade, and Mr. J. Kohout, Czechoslovak Deputy Minister of Foreign Trade. The new arrangements are intended to allow trade to develop on a more natural and flexible basis than has hitherto been possible under a rigid system of annual quotas.

'The documents which we have just signed represent an important development in our mutual arrangements for Anglo-Czechoslovak trade,' said Mr. Edward du Cann, Minister of State, Board of Trade, at the signing of Trade Arrangement. He was speaking to Mr. Kohout, the Vice-Minister of Foreign Trade in Czechoslovakia, who signed on behalf of his Government.

'There are,' the Minister continued, 'of course, difficulties to overcome in arranging trade between a private enterprise market economy such as the United Kingdom and a state trading economy such as Czechoslovakia. Our economic and trading systems are so very different organizationally that some of the obligations which can be readily applied by us in relation to trade between countries with market economy systems cannot apply as they stand to our trade with a state trading country.

'Equally, I know that a state trading country itself must find it difficult to follow all the rules of international agreements which are framed primarily in terms of the commercial and trading systems of market economies. The position of Her Majesty's Government in regard to East-West trade is clear.

'Subject to each country's right to safeguard its essential security interests, we want to encourage the development of East-West trade in both directions and to work towards the removal of difficulties. In the last five years trade between the United Kingdom and the Eastern area countries as a whole has increased by 60 per cent. The figures speak for themselves. They are an encouragement and derive directly from actions we have already taken.

'I know that the Czechoslovak Government will continue, as will Her Majesty's Government, to explore in any practical context what general steps can be taken which are mutually advantageous for East-West trade.'

Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, announced in the House of Commons on January 28 that he had decided to remove quota restrictions from the import of a number of manufactured goods from Czechoslovakia, Poland, Rumania, Hungary and Bulgaria. At the same time he made it plain that he would only sanction the change if certain conditions were met. The negotiations with Czechoslovakia have been largely concerned with these conditions.

The Czechoslovak authorities have given an assurance that the Czechoslovak Foreign Trade Corporations, the bodies responsible for Czechoslovak import and export trade, intend to keep their pricing arrangements under review in order to ensure that Czechoslovak goods are sold to the United Kingdom at prices which are reasonable in relation to the prevailing prices of comparable goods from all other sources. In addition, the Board of Trade retain the right to reimpose quota restrictions on goods whose import has been liberalized, if this appears necessary to the Board at any time.

The Czechoslovak authorities have also undertaken to use their best endeavours to increase their purchases of United Kingdom goods as their own exports to the United Kingdom result in an increased availability of sterling. In addition, they have said that imports of British goods will be treated, in principle, equally with imports of comparable goods from all other countries. Apart, therefore, from certain British consumer goods for which individual quotas have been settled with the Czechoslovaks, specific quotas for British exports will no longer be negotiated. Instead, a list has been agreed of British goods for import into Czechoslovakia. The list, which appears below, is in three parts. The first part includes, but is specifically not limited to, all the goods, other than consumer goods, which have hitherto been included in quota lists. The extent of purchases of these goods will largely depend on Czechoslovakia's sterling resources. The second part includes those British consumer goods for which individual quotas have been agreed : these quotas total £1,100,000 (in 1963 the corresponding figure was £920,000). The third part includes, but is specifically not limited to, all the other consumer goods for which quotas have hitherto been agreed. The figure for this part is £440,000 (in 1963 the corresponding figure was £375,000).

On the import side the new arrangements are briefly as follows. Hitherto Czechoslovak goods have either been imported freely under the World Open General Licence, or have been subject to quota control. Quota lists have been agreed annually and have lengthened from year to year as new goods have been added.

This system has now been changed. A list has been drawn up of goods to remain subject to quota restrictions, but it is much shorter than the old quota list. For most items on the list value (or volume) quotas have been agreed, but the list also includes a small number of goods which have not hitherto entered into the trade, but which, if Czechoslovakia wished to send them to the United Kingdom, would be subject to specific quota control. For these goods no figures appear since at present there has been no question of trade in them.

For the next quota period quotas for this list total £4,414,000.

No change has been made in the list of goods which may be imported under World Open General Licence.

With certain exceptions (notably foodstuffs and mineral fuels) all other goods may now be imported freely on Open Individual Licence. This means that individual importers may apply for licences, which will be issued without quantity restriction. A Notice to Importers setting out the details is published on the following pages.

TRADING WITH FRENCH-SPEAKING WEST AFRICAN COUNTRIES—continued

franc. The currency is fully guaranteed by France and there is complete convertibility between the CFA and the Metropolitan franc. Mali and Guinea issue the Mali and Guinea francs respectively, which are normally at par with the CFA franc.

The members of the Franc Area have hitherto discriminated in favour of imports from France by means of both quotas and tariffs; in exchange France has given assistance in many forms, including preferential treatment to certain of their commodity exports by paying above world prices. All except Guinea have signed the Convention of Association with the EEC, which will mean that exports from the other EEC countries will benefit from the quota and tariff preferences reserved for France.

The Community on its side is to make available a substantial amount of development aid. France on the other hand will cease to pay more than world prices for her African commodity imports, but the EEC will give financial assistance designed to make production more competitive and to help diversification.

In all these countries average income of the population is low and the demand for consumer goods is correspondingly limited. In the field of capital equipment and of construction projects opportunities are rather better. It has to be recognized, however, that since most have balance of payments problems, though not of uniform acuteness, external governmental aid and private commercial credit are important factors in doing business with them. These considerations naturally affect the competitive position of British firms. The Board, through this series of articles and the information published in the 'Export Services Bulletin' or passed direct to industry, is endeavouring to bring such opportunities as arise to the notice of interested firms.

Inquiries about these countries will be welcomed. If about general conditions they should be sent to the Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1. Tel. Abbey 7877, Ext. 2333, and if about specific openings to the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757.

Notice to Importers setting out the details is published below. The changes in the new arrangements do not, of course, affect the general prohibitions and restrictions relating to imports from all sources, for example, on drugs, flick knives, etc. These (which are listed for convenience in Part 2 of the United Kingdom Customs and Tariff) continue to apply.

The validity of the framework Trade Arrangement which was signed in December 1962 has been extended until December 31, 1967.

UNITED KINGDOM GOODS FOR IMPORT INTO CZECHOSLOVAKIA DURING THE PERIOD APRIL 1, 1964—MARCH 31, 1965.

Item No.	Description	Value (£'000)
A	Goods other than consumer goods including but not restricted to: Machinery and plant of all kinds. Mechanical handling equipment. Contractors' plant. Machine tools. Engineers' cutting and forming tools, hand tools, portable power tools, paint spray equipment. Surgical, medical and dental equipment. Laboratory instruments, measuring and testing instruments. Electrical, electronic and communication equipment including valves. Ball and roller bearings. Carbon, carbon brushes, electrodes and resistors Cine, photographic and optical equipment and materials. Industrial trucks and trailers. Railway equipment. Internal combustion engines. Aircraft. Parts, components and accessories for any of the foregoing. Chains, belt links and brake linings. Rubber and plastic products. Latex. Leather and leather belting. Asbestos products. Refractory ware and crucibles. Non-ferrous metals. Iron and steel and non-ferrous semi-manufactured and finished products. Plastics. Dyestuffs, paints, colours, pigments, printing inks and raw materials therefor. Chemicals (including phenol). Abrasives. Insulating materials. Veneers. Paper. Self-adhesive tapes. Man-made fibres. Yarns and threads. Exposed cinematographic films. Wool and other animal hair and tops. Rags. Bone glue and gelatine. Fish and vegetable oils. Field seeds. Pedigree livestock.	
B.1	Complete motor cars, commercial vehicles, spare parts and components, of which not more than £150,000 for commercial vehicles, spare parts and components	500
B.2	Motorcycles, scooters and mopeds and accompanying spare parts	50
B.3	Toys	25
B.4	Footwear	25
B.5	Textiles: (a) Piece-goods	250
	(b) Clothing	150
	(c) Other textile manufactures excluding clothing	50
B.6	Smokers' requisites	10
B.7	Safety razors and razor blades	30
B.8	Toilet preparations, aromatic materials and essential oils	10
C	Other consumer goods including but not limited to: Pressure cookers, domestic electrical appliances, polishes, creams and dressings for footwear, furniture and floors, sports goods, linoleum, plastic floor covering, other plastic products, leather cloth, musical instruments and parts, books, periodicals, products of the gramophone industry, stationery and office requisites (including pen nibs, iridium balls for fountain pens and microtubes for stencilling pens), fish, potable spirits and other foodstuffs (including quick frozen fruits and vegetables, coffee extract and essences, cocoa powder, essences, sauces, chocolates and sweets, dairy products, nisin and pectin).	440

Import licensing arrangements

IN NOTICE to Importers No. 1068, of April 7, 1964, the Board of Trade set out the changes which are made in the licensing arrangements for imports into the United Kingdom from Czechoslovakia as a consequence of the signing in London on April 6 of new trade arrangements between the two countries.

All goods hitherto imported under the Open General Licence will continue to be so admissible, i.e., without the need for individual licences. They are listed in full in the Second Schedule of Notice to Importers No. 1000.

For the goods listed in the Annex to this Notice, which represent quotas for the twelve months from April 1, 1964, to March 31, 1965, licences will be issued up to the values or quantities shown on the production of quota certificates issued by the Czechoslovakian authorities in London, i.e., on the same basis as has applied hitherto. It will be noted that the Annex includes all textiles and textile articles except carpets and certain kinds of netting.

Most other manufactured goods may now be imported without restriction on quantity against open individual licences which will be issued on application. Goods which may *not* be imported under these arrangements, in addition to those set out in the Annex are the following:

(i) Items listed in Chapters 1 to 23 and Chapter 27 of the Customs Tariff (foodstuffs and mineral fuel);
(ii) Arms and ammunition;
(iii) Feathers and articles consisting wholly or partly of feathers;
(iv) Radioactive substances;
(v) Cigars.

Traders receiving open individual licences under the provisions of the foregoing paragraph will be required to supply such information about imports as may be requested.

Applications for licences should be made on form ILB/A (or TIP/A) and be sent to the Board of Trade, Import Licensing Branch, Hillgate House, 35 Old Bailey, London, E.C.4. For open individual licences, separate applications should be submitted for different categories of goods but it will not normally be necessary to specify in detail what is required. (Thus, all types of machinery and parts thereof, other than items listed in the Annex will be covered by one licence). On page 3 of the application form and copies, *only* the applicant's name, address and reference (if any) and the country of consignment and of origin (Czechoslovakia) should be entered.

(Quota lists continued on next page)

SUBSCRIPTIONS AND SALES

Subscriptions and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh 2; 39 King Street, Manchester 2; 35 Smallbrook Ringway, Birmingham 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol 1; 80 Chichester Street, Belfast, or through any bookseller. Telephone inquiries should be made to Waterloo 4994, Ext. 1195.

ANNEX. CZECHOSLOVAK GOODS FOR IMPORT INTO THE UNITED KINGDOM DURING THE PERIOD APRIL 1, 1964, TO MARCH 31, 1965.

Item No.	Description	Value (£'000) or Quantity
1	Matches	130
2	Benzene, toluene and xylenes	450
3	Aircraft, aero engines and spare parts	100
4	Domestic sewing machines and parts (excluding needles and sewing machine cases)	40
5	Typewriters and parts	60
6	Compound optical microscopes and parts including lenses and other optical elements	40
7	Binoculars and parts including lenses and other optical elements	10
8	Watches and watch movements of a value not exceeding £5 each (other than stop watches); watch parts (other than watch glasses and cases); clocks and parts thereof (other than electric clocks, clock glasses including those of synthetic material or clock cases or parts thereof which do not at the time of importation encase a clock movement)	20
9	Pedal bicycles	p.m.
10	Parts, components and accessories for pedal bicycles	20
11	Motor bicycles, motor scooters and mopeds, i.e. all forms of motorized bicycles whether or not equipped with pedals by which they are capable of being propelled, and spare parts thereof.	110
12	Accessories and components for motor bicycles, motor scooters and mopeds	p.m.
13	Cutlery and parts	10
14	Enamelled hollow-ware	10
15	Chinaware and earthenware including ornamental china	120
16	Glass Christmas tree ornaments	50
17	Fishing tackle	25
18	Toys and games including parts, of which not more than £90,000 for wooden toys	120
	Textiles, including yarns, and textile articles; man-made fibres; headgear and parts thereof; and gloves; but not including carpets or nets and netting of uniform square or diamond shaped mesh knotted at each corner	
19	Textile piece-goods, the following:	
	(a) Grey cloth of cotton, man-made fibres, and mixtures thereof	60
	(b) Piece-goods of cotton and man-made fibres and mixtures thereof of which not more than £180,000 for cotton	220
	(c) Piece-goods of linen (excluding linen tea towelling)	56
	(d) Woollen and worsted piece-goods, plushes, astrakhans and imitation fur	50
	(e) Furnishing fabrics of which not more than £30,000 for cotton and £20,000 for linen	70
	(f) Furnishing tapestries	30
	(g) Book-binding cloth	2
	(h) Linen tea towels and tea towelling	290,000 sq. yds.
20	Household goods (blankets, tablecloths, sheets, towels, etc.) and handkerchiefs, of which not more than £70,000 for cotton, £90,000 for linen goods (excluding linen tea towels) and £10,000 for embroidered handkerchiefs	210
21	Felts of all kinds	15
22	Flax and cotton canvas, ready-made tarpaulins	5
23	True hemp, twines and yarns	p.m.
24	Stockings and socks	200
25	Braids and ribbons, woven labels, sparteries, laces of all kinds, of which not more than £10,000 for lace, lace net and embroidery	100
26	Outerwear and underwear, the following:	
	(a) Knitted underwear and overwear of all kinds of materials excluding lace or lace net	62·5
	(b) Apparel including underwear other than apparel covered by (a) and excluding garments containing lace or lace net, of which not more than £135,000 for shirts	200
27	Hats, caps, berets and hoods (excluding silk or lace trimmed) of which not more than £50,000 for hats and hoods of wool or fur felt	60
28	Wool and wool blended yarns	10
29	Gloves of which not more than £45,000 for leather gloves	65
30	Rubber footwear	40
31	Fur bodies and shells	10
32	Flat glass less than 3 mm (nominal) in thickness	35
33	Semi-conductor devices and transistorized radio and television receivers	50
34	Electronic valves and tubes	50
35	Mineral waxes	250
36	Refined sugar	p.m.
37	Chocolate and sugar confectionery, biscuits and flour confectionery	250
38	(a) Tomato puree	50
	(b) Canned and bottled fruits grown in Czechoslovakia, of which not more than £2,000 for apples	200
	(c) Canned and preserved vegetables including gherkins and sauerkraut	150
	(d) Natural fruit juices, syrups and jams	10
	(e) Glace fruits	p.m.
39	Beer in bottles and barrels, liqueurs, spirits and wines	20
40	(a) Canned ham	130
	(b) Canned meat products, fully cooked, including poultry and game, excluding canned ham	240
	(c) Prague smoked meat products, not canned (e.g. Ham salami, Moravian and Tyrolean salami, Debreciner roast, Pork rollade, Prague sausages and frankfurters, Debreciner sausages, Prague ham and Prague ham on the bone) subject to the Importation of Carcasses and Animal Products Order, 1954	45
41	Cheese, bryndza and processed milk	p.m.
42	Fresh fruits and vegetables of which not more than 125 tons for apples and pears and not more than 25 tons for apples imported between July 1 and December 31, and not more than £40,000 for onions imported between August 1 and November 30	60
43	Dried fruits, vegetables and mushrooms	25
44	Field and forest seeds including aromatic seeds and spices	p.m.
45	Sporting ammunition	70
46	Ground cement	p.m.
47	Tanned hides and skins	p.m.
48	Boats for pleasure and commercial use under 120 feet in length and boat equipment	p.m.

p.m. = pro memoria

* amended figure.

ASSISTANCE FOR THE DEVELOPMENT DISTRICTS

The Government offer substantial financial and fiscal inducements to businesses to set up new projects, or to expand existing undertakings, in the development districts. These inducements include loans, grants and favourable terms for renting Government-owned factories, and a taxation concession known as 'free depreciation'.

The full range of the inducements is set out in two Government publications. 'Expanding Industry' explains the assistance available under the Local Employment Acts, 1960 and 1963. The leaflet 'Income Tax Allowances for Capital Expenditure on Machinery or Plant' (No. 430 (1963)), explains the scheme for free depreciation.

The Board of Trade have now published a further pamphlet 'What Standard Grants and Free Depreciation can mean to You'. This new pamphlet complements the two existing publications and is designed to help businessmen to understand how the standard grants and free depreciation can work out in practice, and how they combine to make a significant contribution towards meeting the cost of investing in a new project, or expansion, in the deveopment districts.

Copies of these three publications are available free of charge at the Distribution of Industry Division, Board of Trade, 1 Victoria Street, London, S.W.1, and at Board of Trade Regional Offices throughout the country.

Morocco and USSR

THE MOROCCAN *Bulletin Officiel* of February 14, 1964, published a protocol to the trade agreement between Morocco and the USSR.

This was signed on December 23, 1963, and is valid for one year from January 1, 1964.

Under the terms of this protocol, Soviet Union exports to Morocco will include machinery and mechanical equipment, including machine tools for working metals, power and oil-drilling equipment, textile machinery, agricultural machinery and spare parts, cars and lorries, laminated non-ferrous metal products, crude petroleum, books, films, records and other publications, and chemical and pharmaceutical products.

Moroccan exports to the Soviet Union will include cork, citrus fruits, tinned sardines and wool.

Particulars of the protocol may be obtained from Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and The Federal Republic of Germany

A PROTOCOL to the trade agreement of April 15, 1961, between the above-named countries was signed in Rabat on January 20, 1964.

The protocol extends the agreement for one year from January 1, 1964, and gives lists of goods to be exchanged. Amongst goods for export to Morocco from the Federal Republic of Germany are various products in iron and steel including hand-tools and kitchenware, mechanical products including diesel engines and spares, motor cycles and spares, cars, vans and buses including spares, electrical apparatus and radio receivers and spares.

Goods for export from Morocco to Western Germany will include red table and dessert wines, fresh and frozen tomatoes, fruit juices, refined olive oil and tinned vegetables, notably tinned asparagus, peas and green broad beans.

Inquiries regarding this announcement, whose source is the official publication of the Moroccan Ministry of Commerce, should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Switzerland and West Germany

THE SWISS *Recueil Des Lois Fédérales* No. 4 of January 30, 1964, contains the text of the Eighth Additional Protocol (dated January 10, 1964), to the German-Swiss Trade Agreement of December 2, 1954. Quotas attached to the Protocol are valid for 1964.

Quotas for Swiss exports to West Germany include fruit and vegetables, and cattle (*bétail de renté*).

Quotas for West German exports to Switzerland include tourist cars up to 12 h.p., horses, meat, and seeds for sowing.

The text of the above-mentioned Decree (in French) may be seen at the Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

West Germany and Rumania

THE FEDERAL German Ministry of Economics has announced details of a new trade treaty between West Germany and Rumania which was signed on December 24. The treaty will remain in force until 1966. Among the chief items to be exported annually by Rumania to West Germany are: petroleum products, gas oil and motor spirit (DM 70,000,000), timber and timber products (DM 50,000,000), pigs (10,000 head), pigmeat (1,000 tons), poultry (2,800 tons), eggs (3,500 tons), rye (10,000 tons) and maize (200,000 tons).

West Germany will export to Rumania: machinery (DM 100,000,000), iron and steel products (DM 30,000,000), chemicals (DM 40,000,000), textiles (DM 17,000,000) and other industrial goods.

Trade missions are to be exchanged between the two countries.

Indonesia and Bulgaria

THE THREE YEAR trade agreement between the People's Republic of Bulgaria and Indonesia which was signed in Djakarta on May 5, 1961 has been extended for another three years. A protocol regarding the exchange of goods between the two countries for the year 1964 was also signed on February 6, 1964.

According to the protocol Indonesia will export to Bulgaria, rubber, pepper, nutmeg, quinine, essential oils, tin and copra.

In return Bulgaria will supply Indonesia with goods which include electric machinery and equipment, machinery, chemicals, pharmaceuticals and iron and steel products.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1–19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2226) quoting reference C.R.E. 4530G.

Reports on overseas markets in the Export Service Bulletin

IN THE *Board of Trade Journal* of January 10, 1964, a list was published of the Market Reports contained in the *Export Service Bulletin* during the preceding three months. Exporters have found this useful, and it will be brought up to date at quarterly intervals; the list below covers the period January-March 1964 inclusive.

These Market Reports are prepared by H.M. Commercial Officers in overseas countries, and each describes the prospects in a particular territory for the export of certain goods. In many cases, they show that openings exist which are at present not being exploited to the full by British exporters. They are written as a result of special inquiries undertaken and of the continuous flow of information arising from daily contacts with British exporters, local consumers, distributors and producers. Information is cross-checked before acceptance.

They thus contain reliable and up-to-date information, collected at first hand on behalf of British industry. While they are not, and do not purport to be, a substitute for market research into openings for the products of individual firms, they do give a general picture of market prospects, the type of competition to be met, the tariff and import licensing positions, which no firm in the industry covered by the report can afford to miss if it is currently exporting, or is prepared to consider exporting to the country concerned.

A subscription to the *Bulletin* (which contains much useful information in addition to Market Reports) costs 10 guineas per annum and single copies may be purchased for 2s.; both are obtainable on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433). Information for United Kingdom Exporters will be found on pages 799-802.

MARKET REPORTS (BY COUNTRY)

Country	Commodity	Bulletin No.
Austria	Horticultural machinery	38/64
Austria	Packaging machinery	37/64
Austria	Vending machines	36/64
Australia	Woodworking machinery	43/64
Belgium	Gloves	58/64
Belgium	Industrial rubber footwear	29/64
Belgium	Men's felt hats	27/64
Belgium	Refrigerated display cabinets	2/64
Bolivia	Mining machinery and equipment	14/64
Canada	Ladies' ready-to-wear fashions	22/64
Canada	Men's socks and men's underwear	28/64
Canada	Plastics working machinery	1/64
Canada	Water fluoridation chemicals (water treatment chemicals)	49/64
Cyprus	Refrigerating machinery	18/64
Ethiopia	Opportunities for British exporters	32/64
Ghana	Footwear	59/64
Haiti	Footwear	13/64
Iceland	Building materials	45/64
Japan	Foundation garments	55/64
Malaysia	Pumps	57/64
New Zealand	Welding equipment and electrodes	31/64
New Zealand	Woollen mill machinery	33/64
Spain	Machinery and equipment used in cement factories	54/64
Sweden	Boilers, boilerhouse plant and fuel oil burners	62/64
Trinidad and Tobago	Foodstuffs	30/64
Trinidad and the Eastern Caribbean	Toys	12/64
United States	Women's outerwear	26/64
Uruguay	Office machinery	53/64

MARKET REPORTS (BY COMMODITY)

Commodity	Country	Bulletin No.
Boots and shoes, slippers, etc.:		
Footwear	Ghana	59/64
Footwear	Haiti	13/64
Industrial rubber footwear	Belgium	29/64
Building supplies not elsewhere specified:		
Building materials	Iceland	45/64
Chemicals and allied products, oils, fats, greases and paints:		
Water fluoridation chemicals (water treatment chemicals)	Canada	49/64
Clothing:		
Gloves	Belgium	58/64
Ladies' ready-to-wear fashions	Canada	22/64
Men's felt hats	Belgium	27/64
Men's socks and men's underwear	Canada	28/64
Foundation garments	Japan	55/64
Women's outerwear	United States	26/64
Foodstuffs, beverages, produce and tobacco:		
Foodstuffs	Trinidad and Tobago	30/64
Machinery and plant:		
Boilers, boilerhouse plant fuel, oil burners	Sweden	62/64
Equipment-welding, and electrodes	New Zealand	31/64
Machinery and equipment-mining	Bolivia	14/64
Machinery and equipment used in cement factories	Spain	54/64
Machinery-horticultural	Austria	38/64
Machinery-packaging	Austria	37/64
Machinery-plastics working	Canada	11/64
Machinery-refrigerating	Cyprus	18/64
Machinery-woodworking	Australia	43/64
Machinery-woollen mill	New Zealand	33/64
Machines-vending	Austria	36/64
Pumps	Malaysia	57/64
Miscellaneous:		
Opportunities for British exporters	Ethiopia	32/64
Office Machinery and Equipment:		
Machinery - office	Uruguay	53/64
Shop fronts and fittings:		
Refrigerated display cabinets	Belgium	2/64
Toys, games and model engineering:		
Toys	Trinidad and the Eastern Caribbean	12/64

Export Service Bulletin analysis

DURING the quarter ended March 31, 1964, the *Export Service Bulletin* published information about export opportunities open to British firms. Many of these were specific inquiries for goods of British origin, while others were international calls for tender invited by overseas government purchasing bodies.

An abridged classified analysis of these inquiries is given below. Reports covering important economic developments and general economic conditions in most overseas countries have also been published during the quarter. Particulars can be obtained from Export Services Branch, Board of Trade, Room H.35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433).

Quarter ended March 31, 1964

Commodity heading	*Number of inquiries*
Aircraft and watercraft	61
Boots, shoes and slippers	24
Brushes and brooms	9
Building supplies	94
Ceramic products	31
Chemicals, oils, fats, greases and paints	209
Clothing	114
Contracts	265
Domestic appliances	81
Druggists sundries	31
Drugs, pharmaceutical preparations	92
Electrical machinery and apparatus	663
Fancy goods	40
Foodstuffs, beverages, produce and tobacco	91
Furniture and floor coverings	49
Glass and glassware	32
Iron and steel	338
Jewellery and cutlery	26
Leather and imitation leather	27
Machinery and plant (including machine tools)	973
Medical and surgical appliances and equipment	64
Mineral products	33
Non-ferrous metals	130
Office machinery and equipment	52
Paper, printed matter and stationery	113
Photographic and cinematographic apparatus and requisites	27
Plastics materials	46
Prefabricated houses and buildings	7
Radio apparatus (including television receivers, record players and tape recorders	82
Railway and tramway rolling stock	122
Rubber manufactures	38
Scientific and optical instruments	160
Sports goods	25
Textiles	227
Timber and wood manufactures	18
Tools, hand and engineers small (including portable power tools)	58
Toys, games and model engineering	22
Vehicles and parts	205
Watches and clocks	8

THIS BOOKLET entitled "New Business in Australia" has been specially compiled to assist companies considering the extension of their activities to Australia. Its contents include information on such questions as Company Law, Taxation, Import and Export Controls, Patents, Trade Marks, Finance etc. Copies of the booklet are available at any of our Offices. Please call, write or telephone. We are equipped to furnish any further information and details desired.

The Bank of Adelaide

(Incorporated in 1865 in Australia with Limited Liability)

II LEADENHALL STREET LONDON EC3

Telephone: Mansion House 2993 Telex: 23140

Principal Offices in Australia:

Adelaide (Head Office), Brisbane, Melbourne, Sydney, Perth, and Fremantle

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The C.O.I. are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. J. White Shand, Prudhoe House, Prudhoe Street, Newcastle-upon-Tyne, 1. (Newcastle 28543 – Telex 53277).

EAST & WEST RIDINGS: Mr. T. J. Hunt, 42 Eastgate, Leeds, 2. (Leeds 30474 – Telex 55119).

NORTH MIDLAND: Mr. D. de M. Guilfoyle, Walton House, Granby Street, Nottingham. (Nottingham 46221 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, Block D, Government Buildings, Brooklands Avenue, Cambridge. Cambridge 58951 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. A. E. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122. Telex 84126 – "for C.O.I.").

SOUTH WESTERN: Mr. W. J. D. Irving, 61/63 Queens Road, Bristol, 8. (Bristol 293761/2 – Telex 44203).

MIDLAND: Mr. R. Dean, Windsor House, Temple Row, Birmingham, 2. (Central 7234/9 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Coronation House, 1 New Brown Street, Manchester, 4. (Blackfriars 2286 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Edinburgh Waverley 2501).

ULSTER OFFICE: Director of Information, Government Information Service, Stormont, Belfast. (Belfast 63210).

WELSH OFFICE: Mr. Idris Evans, 42 Park Place, Cardiff. (Cardiff 30441 – Telex 49327).

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H.35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (Tel. City 5757, Extension 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

Tender documents are available on loan in those cases marked with an asterisk.*

AUSTRALIA

Power Station Project for State Electricity Commission of Victoria (Further Information.) Tender documents and drawings now available. E.S.B. 3725/64.*

Pumping Unit for Metropolitan Water Sewerage and Drainage Board, Sydney. June 23. E.S.B. 9497/64.*

Shiplander for Central Engineering Services. (Private Tender.) April 27. E.S.B. 9498/64.*

Transformers for Capricornia Regional Electricity Board. April 22. E.S.B. 9801/64.*

Transformers for the State Electricity Commission of Queensland. April 22. E.S.B. 10066/64.*

Swift Australian Co. (Pty.) Ltd.:

Cold Store. (Private Tender.) Closing date not known. E.S.B. 9066/64.

Refrigeration Plant and Machinery. (Private Tender.) Closing date not known. E.S.B. 9066/64.

Postmaster-General's Department, Melbourne:

Rimotional Switch Wiper Assemblies. (Further Information.) E.S.B. 6411/64.*

Switchboards. (Further Information.) E.S.B. 8088/64.*

Lightning Arresters and Mountings. May 21. E.S.B. 10016/64.*

BRAZIL

Electronic Computer for Administracao do Estado do Rio Grande do Sul. July 1. Press cutting (in Portuguese) available. E.S.B. 10013/64.*

BURMA

Mechanical and Electrical Workshop Equipment for Defence Department. April 20. E.S.B. 9848/64.*

Paint Spraying Equipment for People's Engineering Industry. April 25. E.S.B. 9847/64.*

Industrial Development Corporation:

Electrodes. April 20. E.S.B. 9846/64.*

Galvanizing Plant. May 15. E.S.B. 10011/64.*

Wire. April 23. E.S.B. 10327/64.*

People's Stores Corporation:

Spare Parts for Motor Vehicles. April 27. E.S.B. 10329/64.*

Fan Belts. April 27. E.S.B. 10330/64.*

Marine Equipment. May 4. E.S.B. 10303/64.*

Reinforcement Fabrics. April 27. E.S.B. 9861/64.*

Immersion Heaters. April 22. E.S.B. 9859/64.*

Fans. April 21. E.S.B. 10003/64.*

Cables. April 20. E.S.B. 9899/64.*

Textiles. April 20, April 27, April 23. E.S.B. 10044/64.*

Electric Lamps. April 21. E.S.B. 10004/64.*

Canvas Flax and Tarpaulin. April 20. E.S.B. 9891/64.*

Vehicle Spares. April 20. E.S.B. 9845/64.*

Diesel Locomotives. May 4. E.S.B. 10306/64.*

Tipping Mine Cars. May 4. E.S.B. 10305/64.*

Lamps. May 4. E.S.B. 10301/64.

Electric Light Fittings. April 21. E.S.B. 10002/64.*

Electrical Equipment. April 21. E.S.B. 10001/64.*

Floor Tiles. April 27. E.S.B. 9862/64.*

Electric Motors and Starters. April 21. E.S.B. 10005/64.*

Plastic Laminated Sheets. April 27. E.S.B. 10070/64.*

Brake Lining W/Rivets. April 20. E.S.B. 9844/64.*

Vehicle Spares. April 20. E.S.B. 9855/64.*

Vehicle Spares. April 20. E.S.B. 9856/64.*

Electrical Lamps and Fluorescent Tubes. April 22. E.S.B. 9857/64.*

Electric Irons, Kettles and Shavers. April 22. E.S.B. 9858/64.*

Electric Lamps and Shades. April 22. E.S.B. 9860/64.*

Marine Equipment. May 4. E.S.B. 10302/64.*

Sanitary Fittings. April 24. E.S.B. 9894/64.*

Caulking Compound. April 24. E.S.B. 9892/64.*

Conduit; Insulating Tape. April 21. E.S.B. 9900/64.*

Cable. April 20. E.S.B. 9898/64.*

Wire. April 20. E.S.B. 9897/64.*

Builders' Hardware. April 24. E.S.B. 9893/64.*

CANADA

Power Station Project for British Columbia Hydro and Power Authority. (Advance Information.) E.S.B. 10065/64.

CHILE

Construction of a Bridge for the Ministry of Public Works. (Further Information.) E.S.B. 2632/64.*

Road Making Machinery for La Direccion de Pavimentacion Urbana. Closing date not yet fixed. Tender documents (in Spanish) available. E.S.B. 9818/64.*

COLOMBIA

Constructional Project for Municipality of Bucaramanga. April 20. E.S.B. 9482/64.

COSTA RICA

Highway Improvement Project for Government of Costa Rica. (Advance Information.) E.S.B. 10053/64.

CYPRUS

Switchgear and Powerhouse Equipment for Electricity Authority of Cyprus. June 8. E.S.B. 9471/64.

EGYPT

Alexandria City Electricity and Gas Organization:

Armoured Marine Cables. June 10. E.S.B. 10010/64.

Electrical Equipment. June 3. E.S.B. 10051/64.

Egyptian Railways:

Printing Press Accessories. April 28. E.S.B. 9870/64.

Steam Gland Packing. May 2. E.S.B. 9873/64.

Steel. April 28. E.S.B. 9871/64.

Steel Sheets and Angles. April 29. E.S.B. 9872/64.

EL SALVADOR

La Proveeduria General de la Republica:

Newsprint. April 29. Tender documents (in Spanish) available. E.S.B. 10059/64.*

Pharmaceuticals. (Further Information.) (Tender re-issued in respect of Item 2.) April 30. Tender documents (in Spanish) available. E.S.B. 503/64.*

Pharmaceuticals. April 23. E.S.B. 10063/64.*

FORMOSA

Central Trust of China:

Air Compressors. April 21. E.S.B. 9853/64.*

Synchrogear and Varidrive. April 20. E.S.B. 9854/64.*

Fuze Cutouts. April 22. E.S.B. 9826/64.*

Ferro Chrome. April 20. E.S.B. 9874/64.*

Scientific Instruments; Electrical Equipment. April 21. E.S.B. 9875/64.*

Wool Tops. (Further Information.) April 23. Tender re-issued. E.S.B. 1992/64.*

Electric Water Coolers. April 30. E.S.B. 10043/64.*

FRANCE

Supreme Headquarters, Allied Powers in Europe, Paris:

Carpet; Rugs; Underlay. April 22. E.S.B. 10015/64.*

Tyres and Tubes. April 22. E.S.B. 10307/64.*

Radio Relay Equipment. June 25. E.S.B. 10348/64.*

Working in the new £300,000 warehouse built for Storey Brothers and Co. Ltd., at White Lund near Lancaster. It houses 11 million yards of p.v.c. sheeting, sending out 350 tons per week to 130 different countries. The man in the picture is filling a paper sack. Storeys have recently changed their export packaging from wooden crates and canvas sacking to paper sacks and cartons. This, they say, should save them £30,000 a year.

GERMANY

Blankets for City of Hamburg. April 20. Tender documents (in German) available. E.S.B. 10012/64.*

GHANA

Bogie Bolster Wagons for Ghana Supply Commission. Closing date postponed to April 21. E.S.B. 4911/64.*

GREECE

NATO Infrastructure Contract:

Construction of Works for an Aerial Ropeway for Greek Authorities. Apply by May 5. G.D. 892/62 (64).

Hellenic State Railways:

Cotton Waste. April 24. E.S.B. 9824/64.*

Telegraph Poles. April 28. E.S.B. 9499/64.*

Ministry of Trade:

Stamp-Franking Machines. May 15. E.S.B. 10014/64.*

Insecticides. April 21. E.S.B. 10072/64.*

Electric Light Bulbs. May 5. E.S.B. 10074/64.*

Photographic Materials. April 20. E.S.B. 10075/64.*

Steel. (Repeat of Tender.) Closing date now April 24. E.S.B. 31208/63.*

Wire Rope. April 27. E.S.B. 9500/64.*

HONG KONG

Pumping Plant for Plover Cove Water Scheme. June 1. E.S.B. 9491/64.

INDIA

Ash Handling Plant for Damodar Valley Corporation, Calcutta. May 16. E.S.B. 10312/64.*

Automatic Signalling Equipment for South Eastern Railway. (Further Information.) Tender documents and drawings now available. E.S.B. 8459/64.*

Cable for Gujarat Electricity Board. April 20. E.S.B. 9886/64.

Crane for Hydro Electric Division, Bombay. Closing date postponed to May 4. E.S.B. 7085/64.

Dam Construction Project for Chief Engineer, Rana Pratap, Sagar and Kota Dams. Closing date postponed to April 30. E.S.B. 35105/63.*

Radio Telephony Equipment for North Eastern Railway. (Further Information.) E.S.B. 8038/64.*

Railway Electrification for Central Railway. July 15. E.S.B. 9888/64.*

Recorders; Amplifiers for Directorate General of Supplies and Disposals. April 28. E.S.B. 9489/64.

Machine Tools for Heavy Electricals (India) Limited. Closing date postponed to April 22. E.S.B. 1910/64.

Power Station Equipment for Madras State Electricity Board. April 22. E.S.B. 9885/64.*

Pumping Plant for Commissioners for the Port of Calcutta. May 11. E.S.B. 10311/64.

S.W. Pipe Plant for Gwalior Potteries (M.P.). May 30. E.S.B. 10326/64.*

Sewage Project for Ahmedabad Municipal Corporation. June 15. E.S.B. 9889/64.

Sewage Treatment Plant for Public Health Works Division. May 1. E.S.B. 10092/64.

Stoking Units for Central Railway. June 18. E.S.B. 9887/64.

U.P. State Electricity Board:

Cables. Closing date postponed to April 29. E.S.B. 5750/64.*

(Continued on page 801)

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9

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Switchgear. Closing date postponed to April 27. E.S.B. 3409/64.*
Atomic Energy Establishment, Trombay:
Microanalytical System. May 4. Tender documents now available. E.S.B. 9415/64.*
Centrifuge. May 4. Tender documents now available. E.S.B. 9416/64.*
Ball Mill. April 30. Tender documents now available. E.S.B. 9458/64.*

IRAN

Hoop Iron for State Railways. June 22. E.S.B. 9809/64.*
Iranian Tobacco Monopoly:
Cigarette Filters and Imitation Cork Tapes. June 10. E.S.B. 10082/64.*
Paper. May 31. E.S.B. 10080/64.*
Cigarette Papers. June 3. E.S.B. 10079/64.*
Cellulose Film Wrapping. June 7. E.S.B. 10081/64.*
Electrical Equipment. June 2. E.S.B. 10099/64.*
Cardboard. June 1. E.S.B. 10100/64.*
Aluminium Foil. June 6. E.S.B. 10310/64.*
Acetate Cigarette Filters. June 9. E.S.B. 10096/64.*
Cigarette Paper. June 8. E.S.B. 10097/64.*
Paper. May 30. E.S.B. 10098/64.*

IRAQ

Cast Iron Pipes for Baghdad Water Supply Administration. April 28. E.S.B. 10042/64.*
Steel Tubes for Directorate General of Railways. April 20. E.S.B. 9811/64.*
Ministry of Municipal and Rural Affairs:
Water Supply Constructional Scheme. Closing date postponed to May 12. E.S.B. 1625/64.
Wooden Staircases. May 5. E.S.B. 9812/64.*
Ministry of Defence:
Heaters and Wicks. April 29. Tender documents now available. E.S.B. 9022/64.*
Barbed Wire. April 29. Tender documents now available. E.S.B. 9028/64.*
Spare Parts for Vehicles. May 6. E.S.B. 9814/64.*
Vehicle Spare Parts. May 6. E.S.B. 9813/64.*

IRISH REPUBLIC

Mechanical Handling Equipment for Department of Posts and Telegraphs. April 24. E.S.B. 10334/64.

ITALY

Breakwater Repair Project for Ministry of Public Works. (Advance Information.) Closing date not known. E.S.B. 9816/64.

KUWAIT

Ministry of Electricity and Water:
Distribution Accessories for L.V. Overhead Lines. May 6. E.S.B. 10039/64.*
Lightning Arresters. May 13. E.S.B. 10038/64.*

MALAYSIA

Dam Construction for Public Works Department, Kuala Lumpur. May 6. E.S.B. 10324/64.
Gas Holder for Singapore Public Utilities Board. May 19. E.S.B. 9825/64.*

MOZAMBIQUE

Book-binding Machinery for Government, Lourenco Marques. May 5. E.S.B. 10037/64.
Miscellaneous Goods for Municipal Electricity Department. April 20. E.S.B. 10027/64.

NETHERLANDS

Director of Waterways:
Canal Works. May 1. E.S.B. 10055/64.
Ground-raising Project. April 29. E.S.B. 10094/64.

NEW ZEALAND

Cable for Electrical Department, Hamilton City Council. April 29. E.S.B. 10319/64.*
Generating Plant for Taupo Borough Council. Closing date postponed to May 11. E.S.B. 40556/63.*
Auckland Harbour Board:
Cranes. June 23. E.S.B. 9835/64.*
Fork Lift Trucks. May 26. E.S.B. 9834/64.*
Fork Lift Trucks. May 26. E.S.B. 9833/64.*
General Post Office, Wellington:
Split Pins. May 6. E.S.B. 10331/64.*
Switchboard Lamps. May 5. E.S.B. 10333/64.*
Generators; Meters, etc. May 4. E.S.B. 10332/64.*
Cotton Waste. May 4. E.S.B. 10321/64.*
Tarpaulin Fabric. April 28. E.S.B. 9836/64.*
Khaki Drill. April 24. E.S.B. 9832/64.*

PAKISTAN

Railway Track Maintenance Equipment for Government of West Pakistan Railway Board. May 18. E.S.B. 10085/64.
Directorate of Supply:
Trailer Pump. April 28. E.S.B. 10316/64.*
Trailer Pumps. April 27. E.S.B. 10317/64.*
Water and Power Development Authority:
Self-Locking Seals. April 20. E.S.B. 9841/64.
Current Transformer. April 20. E.S.B. 9842/64.

PORTUGUESE WEST AFRICA

Telephone Coin Boxes for General Post Office, Luanda. April 22. E.S.B. 10083/64.

SOUTH AFRICA

Steel/Concrete Pipes and Specials for Rand Water Board. April 22. E.S.B. 10078/64.*
Transvaal Provincial Tender Board:
Cranes. April 24. E.S.B. 10040/64.*
Steam Cleaner. April 24. E.S.B. 10041/64.*
State Tender Board:
Lawn Mowers and Attachments. April 22. E.S.B. 10341/64.*
Fire Fighting Vehicles. May 8. E.S.B. 10339/64.*

SOUTH VIETNAM

Central Purchasing Authority:
Laboratory Apparatus. April 29. Tender documents (Specification in French) available. E.S.B. 10077/64.*
Transformers April 29. Tender documents (Specification in French) available. E.S.B. 10076/64.*

SOUTHERN RHODESIA

Grinding Machine for Rhodesia Railways. April 21. E.S.B. 10325/64.*
Telephone Equipment for Salisbury Electricity Department. May 5. E.S.B. 10050/64.*

SPAIN

Rolling Stock for Ministerio de la Gobernacion. (Further Information.) April 29. E.S.B. 9406/64.

SUDAN

Power Jacks for Land Use Department. April 25. E.S.B. 9831/64.
Sudan Railways:
Battery Charging Sets. May 11. E.S.B. 10347/64.*
Creosote. May 7. E.S.B. 9849/64.
Locomotive Tyres. April 27. E.S.B. 9850/64.*

TANGANYIKA

M.S. Corrugated Sheets and Ridging for Central Tender Board. April 24. E.S.B. 9475/64.*

THAILAND

Distribution Transformers for Metropolitan Electricity Authority. Tender documents now available. E.S.B. 8597/64 (D.L.F.).
Ultrasonic Flaw Detector for Office of the Sugar Industrial Aid Fund. April 27. E.S.B. 9820/64.*

TURKEY

Turkish Maritime Bank:
Airport Decklights. April 21. E.S.B. 9864/64.*
Flax Hose. April 20. E.S.B. 9866/64.*
Wire Ropes. April 21. E.S.B. 10057/64.*

UNITED STATES

Transformer for Bonneville Power Administration. Closing date postponed to April 22. E.S.B. 8525/64.*
Turbine Governors for Bureau of Reclamation, Denver. April 30. E.S.B. 10052/64.*

Agency and export opportunities, market reports, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (City 5757, Ext. 427). Please quote reference numbers in all inquiries.

All Countries
Successful bidders for overseas contracts. (E.S.B. 76/64.)

Australia
Agency inquiry for liquid handling equipment; solenoid valves. (E.S.B. 9910/64.)
Agency inquiry for chain blocks. (E.S.B. 9951/64.)
Agency inquiry for nylon hair. (E.S.B. 9953/64.)
Inquiry for toys. (E.S.B. 6709/64.)
Inquiry for babywear; nursery equipment; toys. (E.S.B. 9637/64.)
Inquiry for chemists' lines; sporting equipment. (E.S.B. 9715/64.)
Inquiry for films. (E.S.B. 9646/64.)
Inquiry for automotive supplies. (E.S.B. 9636/64.)
Inquiry for chemists' sundries; fancy goods; soft goods; toys. (E.S.B. 9971/64.)

Bahamas
Inquiry for curtains. (E.S.B. 9926/64.)

Bermuda
Inquiry for drawing books; ground nuts; plastics bags. (E.S.B. 9385/64.)
Inquiry for plastics beakers. (E.S.B. 9603/64.)

Canada
Agency inquiry for cable winches; power take-offs. (E.S.B. 9906/64.)
Agency inquiry for foodstuffs; food wrapping and packaging items. (E.S.B. 9778/64.)
Agency inquiry for grain scales. (E.S.B. 10133/64.)
Inquiry for costume jewellery;; gloves; millinery trimmings; haberdashery; scarves. (E.S.B. 9753/64.)
University expansion in Alberta. (E.S.B. 7435/64.)

Chile
Inquiry for over-run aircraft barriers. (E.S.B. 10106/64.)
Inquiry for machinery and plant. (E.S.B. 8974/64.)

Colombia
Inquiry for locomotives. (E.S.B. 6863/64.)

Ecuador
Inquiry for brake fluid. (E.S.B. 9394/64.)

France
Agency inquiry for electrical domestic equipment. (E.S.B. 9698/64.)
Agency inquiry for modelling compound; pens. (E.S.B. 20388/63.)
Agency inquiry for electrical and electronic instruments. (E.S.B. 10411/64.)
Inquiry for antiques; sterling silver. (E.S.B. 9694/64.)
Inquiry for vacuum flasks. (E.S.B. 9987/64.)
Market report on Le Mans and its region. (E.S.B. 9995/64.)

Germany, Federal Republic of
Agency inquiry for electronic components. (E.S.B. 10130/64.)
Agency inquiry for carpets.(E.S.B. 10289/64.)
Agency inquiry for rush mats.(E.S.B. 9782/64.)
Inquiry for radiators. (E.S.B. 9511/64.)
Inquiry for office machinery. (E.S.B. 9962/64.)
Inquiry for office equipment and materials. (E.S.B. 10231/64.)
Manufacture under licence - plastics substances for building trade. (E.S.B. 8784/64.)
Import of canned beef. (C.R.E. 158/62.)

Irish Republic
Inquiry for plastics belting. (E.S.B. 10198/64.)

Israel
Inquiry for cooking stoves. (E.S.B. 10272/64.)

Italy
Agency inquiry for automotive testing equipment; tyres and tubes; vulcanizing materials and accessories. (E.S.B. 9972/64.)
Inquiry for agricultural tractors.(E.S.B. 10143/64.)
Manufacture under licence - incinerators, remote control devices; smoke cleaners. (E.S.B. 9994/64.)

Japan
Agency inquiry for woollen cloth. (E.S.B. 9923/64.)

Kuwait
Agency inquiry for pharmaceuticals; medical supplies. (E.S.B. 6899/64.)
Inquiry in respect of contractors. (E.S.B. 16693/63.)
Appointment of consultants for government projects. (E.S.B. 9569/64.)

Lebanon
Inquiry for children's clothing and requisites. (E.S.B. 2519/64.)

Malaysia.
Inquiry for automotive spare parts. (E.S.B. 10105/64.)

New Zealand
Inquiry for textile machinery. (E.S.B. 9103/64.)

North America
Visits of department store buyers. (E.S.B. 506/64.)

Norway
Inquiry for fancy goods; gift items; kitchen articles; toys. (E.S.B. 9987/64.)

Paraguay
Market report on motor cars. (E.S.B. 7243/64.)

(Continued on next page)

Portugal
Agency inquiry for machinery and plant; diesel engines. (E.S.B. 6858/64.)
Agency inquiry for engines.(E.S.B. 9799/64.)
Inquiry for tape measures; yarns. (E.S.B. 9721/64.)
Manufacture under licence - auto-cultivators. (E.S.B. 8231/64.)

South Africa
Agency inquiry for fabrics. (E.S.B. 5840/64.)
Inquiry for industrial materials. (E.S.B. 9796/64.)

Southern Rhodesia
Agency inquiry for carpenters' tools; cutlery. (E.S.B. 9568/64.)
Agency inquiry for aluminium sheets; radio frames. (E.S.B. 9667/64.)
Agency inquiry for electrical domestic appliances. (E.S.B. 9772/64.)

Spain
Inquiry for concrete additives; dopes for asphalt; waterproofing materials. (E.S.B. 9960/64.)

Sudan
Inquiry for electrical bakery ovens. (E.S.B. 9933/64.)
Inquiry for machinery and materials for manufacturing ink and chalk; stationery.(E.S.B. 9754/64.)

Sweden
Inquiry for wire; wire ropes. (E.S.B. 10107/64.)
Inquiry for combs. (E.S.B. 9727/64.)
Inquiry for plastics containers and bins. (E.S.B. 9956/64.)
Market report on boilers, boilerhouse plant and fuel oil burners. (E.S.B. 6930/64.)

Switzerland
Agency inquiry for pharmaceutical specialities. (E.S.B. 2961/64.)
Agency inquiry for chemical and pharmaceutical raw materials. (E.S.B. 2983/64.)
Agency inquiry for furniture. (E.S.B. 9615/64.)
Inquiry for photographic equipment; radios; domestic electrical appliances; plastics containers; novelties. (E.S.B. 9675/64.)
Inquiry for insulating tapes. (E.S.B. 10434/64.)
Market report on fashionwear. (E.S.B. 7248/64.)

Syria
Inquiry for film studios and equipment; films. (E.S.B. 9351/64.)

Trinidad
Inquiry for racecourse starting gate. (E.S.B. 9330/64.)

A board meeting at Smith & Davis Ltd., Wednesbury, Staffs, a medium sized hardware firm, taken from 'The Exporters', a BBC documentary on exporting. Against the background of a trip made by a representative of a manufacturing company to open new markets in W. Germany broad advice is given on sources of information for would-be exporters, procedures, and all important questions of commercial psychology. The film, 16 mm black and white running time 60 minutes, is now available for hire from the Central Film Library, Central Office of Information, Government Buildings, Bromyard Avenue, London, W.3. (Tel. Shepherds Bush 5555). Hiring charges are 30s. for the first day plus a surcharge of 9s. There are reduced charges for additional days.

Turkey/Hungary
Trade Agreement. (C.R.E. 5737/G.)

United States
Inquiry for hardware; housewares; sporting goods; tools; toys. (E.S.B. 9982/64.)
Inquiry for silver holloware. (E.S.B. 10153/64.)
Inquiry for earth-moving equipment; ore-crushing equipment. (E.S.B. 8710/64.)
Inquiry for bibles; bible dictionaries; dictionaries; illustrations. (E.S.B. 9203/64.)
Inquiry for carpet tacks. (E.S.B. 9661/64.)
Inquiry for women's outerwear. (E.S.B. 9539/64.)
Inquiry for miscellaneous manufactures. (E.S.B. 8967/64.)
Inquiry for industrial chemicals. (E.S.B. 9788/64.)
Inquiry for needles. (E.S.B. 6343/64.)
Joint venture - foundation garments. (E.S.B. 10437/64.)

Enquiries to
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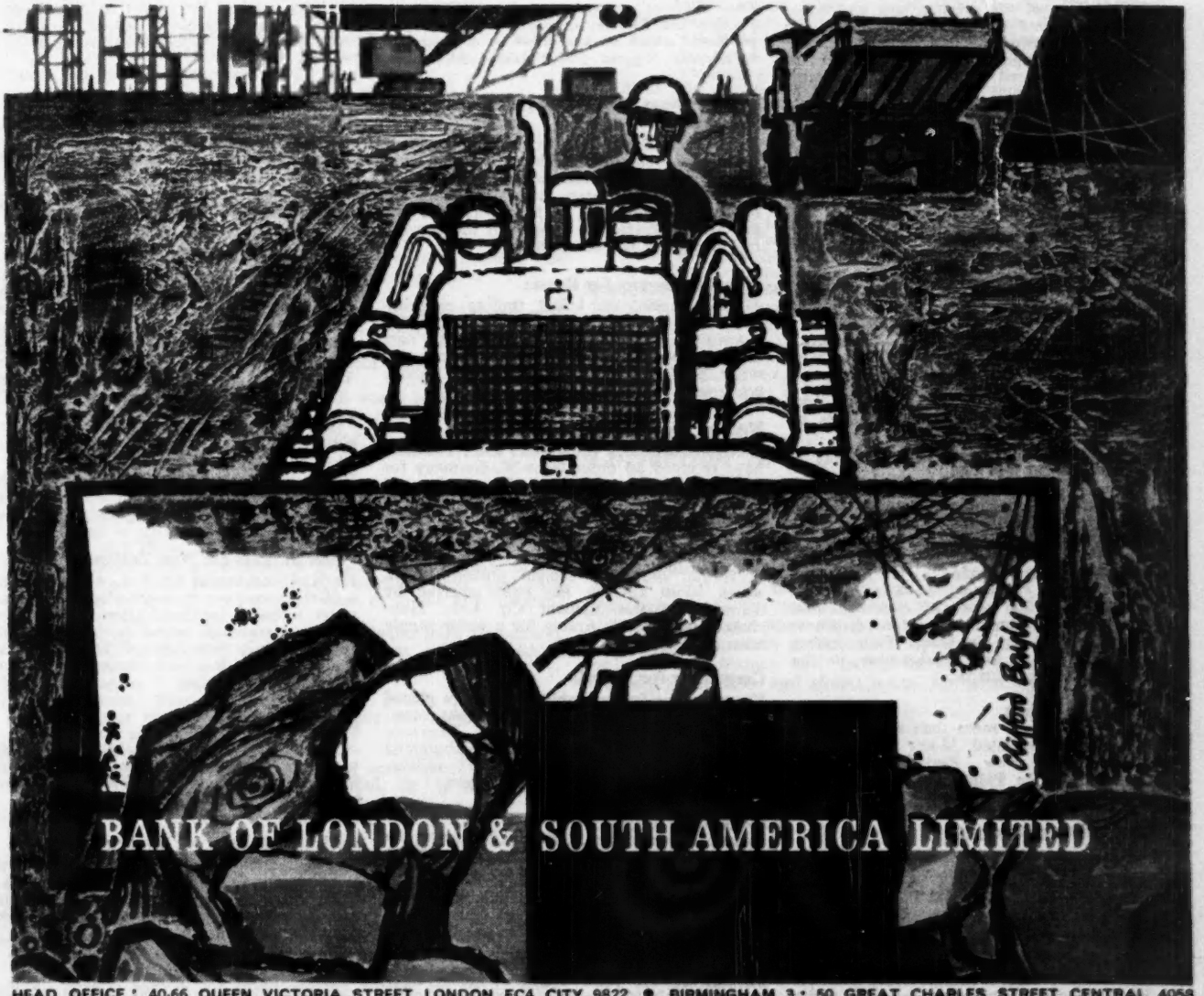
GEEST LINE

BIG THINGS ARE HAPPENING IN SOUTH AMERICA

The economic face of South America is continually changing. New, ambitious development schemes are being planned and carried through; the process of industrialisation is rapid. In all this, foreign capital is assisting, and there are many excellent opportunities for engineering contractors and manufacturers of capital goods. In nearly every republic of Central and South America and the Caribbean there are branches of the Bank of London and South America and its associates, the Bank of London and Montreal and Balfour, Williamson & Co. If you are interested in export opportunities, or have export problems in these areas the Bank will always be more than pleased to discuss these matters with you.



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Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

£25m. Algerian order for Constructors John Brown Ltd.

THE ALGERIAN GOVERNMENT signed on April 5 a preliminary contract with Constructors John Brown Ltd. covering the design and construction of a 500-mile crude oil pipeline of 28-inch diameter from Haoud El Hamra to the coast at Arzew, together with three pumping stations, two tank farms and a sea terminal.

Finalization of the specifications and financial arrangements will take place during the next three months, and following this, construction will begin. The pipeline will be owned and operated by the Algerian Government.

It is estimated that this project will cost approximately £25 million and will be the largest pipeline contract yet undertaken by a British company. The major portion of the steel pipe will be obtained from South Durham Iron & Steel Co. Ltd. Part may be obtained from Mannesmann G.m.b.H.

CJB have retained International Management and Engineering Group Ltd. for part of the engineering work involved, and the Algerian Government will also be using their services for technical assistance during the construction period.

Bahrain repair dock

George Wimpey & Co. Ltd., London, have built a ship repair dock to handle ships of up to 1,000 tons, at Bahrain.

Spectrograph for Norway

A/S Norsk Jernverk of Norway have ordered a direct-reading spectrograph worth £20,000 from Hilger and Watts Ltd., London, for their steel works.

Overhead lines in Uganda

BICC Co. Ltd., London, have a contract to supply over 200 miles of overhead lines to the Uganda Electricity Board to distribute power generated at the Owen Falls hydro-electric station to aid development in the Acholi and Lango districts.

Motor cycle orders

Export orders worth more than £100,000 were obtained by Associated Motor Cycles Ltd., London, from New Zealand, Australia, Malaya, Israel, the Philippines, South Africa, Syria and Japan.

Poland orders grain dryers

An initial order for two Cascade 35 grain dryers worth £2,000 has been received by Alvan Blanch Development Co. Ltd., Chelworth, from Poland.

Footwear for New Zealand and Russia

C.W.S. Ltd., Manchester, have received an order from New Zealand for 10,000 pairs of children's shoes and slippers, and an order from Russia for nearly 1,500 pairs of ladies' shoes.

The 'Fulbora' patent cast iron rainwater outlet being packed for export to Nigeria at the Petalon Ltd. foundry in Burnley, Lancs. The 'Fulbora' outlet is specially designed to solve the problems which always occur in drainage. Contracts using these outlets have been carried out in Kuwait, Nigeria, Sierra Leone, Malta and the West Indies.

Hungary buys corrugating container machinery

Orders for Simon-Hooper and Simon-Swift corrugated container machinery, worth more than £300,000, have been received from Technoimpex, the Hungarian trading organization, by Henry Simon Ltd., of Stockport. The firm has also contracted to supply all the converting machinery for the plant.

Induction motors for Russia

Machinoimport, the USSR trading organization, has awarded Lancashire Dynamo and Crypto (M.I. Group), London, a £60,000 contract for synchronous induction motors. Six other M.I. member companies will provide equipment for the contract.

Nuclear engineering for W. Germany

Vickers-Armstrongs (Engineers) Ltd., Swindon, have received an order from W. Germany for the design and manufacture of a viewing cell for use in conjunction with the DIDO type reactor at the Zentralinstitut fur Reaktor.

Saudi Arabia orders pipes

A further order for cement pressure pipes, worth about £21,000, has been received by Turners Asbestos Cement Co. Ltd., Manchester, from Saudi Arabia for a water supply scheme at Riyadh.

Cargo liner for Canada

Canadian Pacific Steamships Ltd., have placed an order for a 6,800-ton deadweight cargo liner capable of sailing up the St. Lawrence in winter. Vickers-Armstrongs (Shipbuilders) Ltd., Walker-on-Tyne, won this £1 million order against international competition.

Freezers for factory ship

Jackstone Froster Ltd., Grimsby, are to supply 28 Jackstone vertical plate freezers for a 7,000 tons d.w. fish factory ship now under construction in Holland.

Kitchen units for Swiss housing project

Arthur Productions (Clydebank) Ltd., a member of the John Wallace Group, have gained a £100,000 order, against keen international competition, to supply 5,000 kitchen units for a Swiss housing project.

Australian switchgear order

An order worth over £250,000 has been received by AEI Ltd., Manchester, from the State Electricity Commission of Victoria, Australia. The order covers sixteen oil circuit-breakers which will be installed at Howville and Thomastown sub-stations.

Pakistan International Airlines buys Tridents

Pakistan International Airlines have bought three Trident jet airliners from Hawker Siddeley Aviation Ltd., London. They have also taken an option on a further two of these aircraft powered by Rolls-Royce Spey engines. The contract has a total value of £6 million.

Temperature system for French plastics plant

The Acrylonitrile plant to be installed in France by Societe Ugilor is to employ a molten heat transfer salt circulating system designed by Hygrotherm Engineering Ltd., Manchester.

Water turbines for New Zealand

Harland Engineering Co. Ltd., Alloa, have won a £600,000 contract to supply four 100,000 kW. water turbines for installation in the Manapouri underground power station now under construction in New Zealand. The contract was won in the face of fierce international competition.

European vehicle sales

AEC Ltd., Southall, have received £200,000 worth of orders from Denmark, Portugal, Belgium, Luxembourg and France for lorries, buses and specialized vehicles.

Enriched uranium for Sweden

The United Kingdom Atomic Energy Authority is to supply 40 tonnes of uranium dioxide at enrichments between 1 and 2 per cent uranium 235, to Aktiebolaget Atomenergi of Sweden. The contract is worth over £1 million.

One-Elevens for American Airlines

American Airlines Inc., has ordered ten more British Aircraft Corporation One-Eleven jet airliners worth a total of nearly £10 million.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

MEXICO

Import licensing

THE MEXICAN *Diario Oficial* published Decrees making goods under the following headings subject to prior import licence. The Decrees are effective on the date of their publication.

Published November 27, 1963.

679.01.04 Welding compounds, with a basis of silica and manganese, for welding of metal following the submerged arc process.

742.03.04 Picture tubes for television sets, and their identifiable separate parts, except those under Tariff heading No. 742.03.16.

742.03.16 Transparent glass recipients in the shape of large decanters, open at the narrow end, i.e., the mouth, with no other covering inside or outside other than glass, except for a metal grafting (to connect with high voltage) for the manufacture of picture tubes.

Published December 6, 1963.

749.05.97 Separate and spare parts of iron or steel, whether or not alloyed with other metals, for machines and appliances used in agriculture, industry, mines or in the arts, weighing up to 5 kilog., n.s.m.

749.05.98 Separate and spare parts of iron or steel, whether or not alloyed with other metals, for machines and appliances used in agriculture, industry, mines or in the arts, weighing more than 5 kilog, n.s.m.
This particular Decree covers only 'wind mills (papalotes), wheels with arms, transmission systems with or without motor, weathercock or rudder and extension towers'.

Published December 7, 1963.

721.06.12 Oil-cans. Require previous import permit. For LAFTA member countries, this heading does not require previous import permit.

Published December 14, 1963.

670.04.00 Elbows, cross pieces, T-pieces and connections, of iron or steel, neither tinned nor galvanized, up to 65 mm. in internal diameter.

670.04.01 Elbows, cross pieces, T-pieces and connections, of iron or steel, tinned or galvanized, up to 65 mm. in internal diameter.

670.04.02 Elbows, cross pieces, T-pieces and connections, of iron or steel, more than 65 mm. but not more than 30 cm. in internal diameter.

675.00.01 Zinc anodes.

762.00.38 Generators or dynamos for direct electric current up to 32 volts, and separate parts thereof, identifiable as being exclusively for automobiles, except brushes.

762.00.42 Starter motors for direct electric current up to 32 volts, and separate parts thereof, identifiable as being exclusively for automobiles, except brushes.

Published December 18, 1963.

715.16.02 Machines and apparatus for stretching, ironing, folding, shaping or stain removing, actuated by means of a motor or lever, weighing up to 100 kilog. Requires previous import permit. LAFTA member countries do not require previous import permit.

715.16.03 Machines and apparatus falling within No. 715.16.02, weighing more than 100 but not more than 1,800 kilog. Requires previous import permit. LAFTA member countries do not require previous import permit.

715.16.04 Machines and apparatus falling within No. 715.16.02, weighing more than 1,800 killog. Requires previous import permit. LAFTA member countries do not require previous import permit.

Published December 19, 1963.

260.01.05 Refractory earths and clays, whether or not calcinated, when imported in any kind of containers and their melting point is over 1600° Centigrade.

260.99.09 Dolomite and mineral stones with a basis of calcium and magnesium carbonate, silica and iron in less proportion, not calculated.

260.99.10 Dolomite and mineral stones with a basis of calcium and magnesium carbonate, silica and iron in less proportion, being considered as such those having up to 45 per cent of magnesium oxide and when they have been calcinated.

260.99.11 Calcinated magnesite, in pebbles of irregular sizes and of more than 75 per cent and up to 98 per cent of magnesium oxide, except those included under heading 500.21.06.

751.07.00 Automobiles with sedan type body, more than four doors, 135 to 170 horse-power, six or eight cylinders, when proved by means of a catalogue as having a capacity of nine passengers.

751.07.01 Automobiles with a sedan type body, more than four doors, of up to 170 horse-power, eight cylinders, when proved by means of a catalogue as having capacity for 12 passengers.

751.07.02 Automobiles with a sedan type body, more than four doors, of more than 170 and up to 250 horse-power, eight cylinders, when proved by means of a catalogue as having capacity for 12 passengers.

715.99.99 Machines driven by mechanical means, weighing each more than 100 kilog., n.s.m. (the number and type of machines to be indicated). The partial controls of this tariff heading are amplified for soldering, pressing, cutting, decorating and smelting machines and flattening glass articles.

Published December 24, 1963.

030.00.08 Whey in powder derived from milk, when it contains more than 75 per cent of milky water and up to 2 per cent of milk fat.

083.00.20 Cassia (cinnamon substitute) not pulverized.

671.02.06 Copper wire, uncovered soldered, with a diameter of 1mm. and weight of 4½ grams per linear metre.

Correction to a previous notice

H.M. EMBASSY in Mexico City report, with regard to the list of goods subject to licensing on import into Mexico published in the *Board of Trade Journal* on February 7, 1964 (page 317), that certain of the restrictions were only partial. The restrictions on the goods falling under headings Nos. 749-00-99 to 749-07-99 inclusive apply only to separate and spare parts made of the materials stated for machines and apparatus *for the textile industry*. The restrictions on goods falling under headings Nos. 743-07-00, and, more particularly, 749-06-99 and 749-07-99 apply only to 'grindstones and irons therefor, circular stones for making grindstones and stones n.s.m. for whetting or grinding'.

COLOMBIA

Import control

THE BRITISH EMBASSY in Bogota reports that by Resolution No. 12 the Monetary Board of the Republic of Colombia has fixed at 1 per cent the import deposit required for imports of certain fertilizers as shown below:

Item No.	*Description*
346	Mineral or chemical fertilizers consisting of at least two of the fertilizing elements: Nitrogen, phosphoric acid and potash; mixtures of mineral or chemical fertilizers with fertilizers of animal or vegetable origin: (a) Containing more than 35 per cent of nutrient elements.

This resolution came into force on March 11, 1964.

CHILE

Amendments to Import List

THE FOLLOWING amendments should be made to Chile's List of Permitted and Prohibited Imports. The list was first published in the *Board of Trade Journal* of July 6, 1962, and amendments have appeared frequently in later issues.

Section	Group	Item	Percentage of deposit	Percentage of tax surcharge
IX	45/53	Basic raw materials, in powder, sheets or granules for the plastics industry	B	5
X	51	Lampblack	A	Free
XIII	78	(Prohibited List). Alter 'Aluminium foil' to read 'Aluminium paper.'		
	79	Piece and parts for office machinery	A	50

ARGENTINA

Importation of gliders and water-marked paper

ARGENTINE GOVERNMENT Decree No. 737 of February 4, 1964, lays down that imports of gliders already exempt from the payment of surcharges by Decrees Nos. 14760/60 and 1700/63 are also exempt from the 5 per cent additional tax established by Decree No. 11452/62.

Note:

Decree No. 1700 of March 5, 1963, added to Article 1 of Decree No. 14760/60 the following item under Clause M:

'Aircraft specifically made for motorless flights (gliders and sail planes).'

ARGENTINE GOVERNMENT Decree No. 1959 of March 18, 1964, lays down that as from March 23 imports of water-marked paper in bobbins or seams used for printing newspapers, periodicals, books, leaflets and magazines of a non-commercial nature are exempt from the 5 per cent additional tax established by Decree No. 11452/62 and extended to October 31, 1964, by Decree No. 340/63.

'Aforos' for imports

ARGENTINE CUSTOMS ADMINISTRATION Resolutions Nos. 78–83 of February 4, Nos. 146–148 of February 24, and Ministry of Economy Resolution No. 561 of March 11, 1964, establish the following index prices ('aforos' – average valuations) on which surcharges and duties will be assessed:

Tariff No.	Item	Value C. & F. U.S. dollars	Appraisement Unit
	Resolution No. 78		
4744 bis	P.V.C. plastisols (phthalates 40% to 60% and P.V.C. 60 to 40% coloured or not)	435·00	1,000 kilos net
	Resolution No. 79		
1799/1800/1801/1802	Steam boilers up to 5 ton/h.	2·50	Gross kilo
1799/1800/1801/1802	Steam boilers of more than 5 and up to 10 ton/h.	1·90	Gross kilo
1799/1800/1801/1802	Steam boilers of more than 10 and up to 20 ton/h.	1·70	Gross kilo
1799/1800/1801/1802	Steam boilers of more than 20 and up to 50 ton/h.	1·40	Gross kilo
1799/1800/1801/1802	Steam boilers of more than 50 and up to 100 ton/h.	1·25	Gross kilo
1799/1800/1801/1802	Steam boilers of more than 100 ton/h.	1·20	Gross kilo
1799/1800/1801/1802	Pressure parts of boilers including domes, tubes, mountings, soot blowers and tubing	1·85	Gross kilo
1799/1800/1801/1802	Pressure parts of water walls comprising receivers, tubes and mountings	1·45	Gross kilo
1799/1800/1801/1802	Pressure parts of super-heaters comprising receivers, tubes and mountings	1·45	Gross kilo
1799/1800/1801/1802	Pressure parts of economizers comprising receivers, tubes and mountings	1·45	Gross kilo
1799/1800/1801/1802	Tubular air heaters	0·70	Gross kilo
1799/1800/1801/1802	Rotating air heaters	1·70	Gross kilo
1799/1800/1801/1802	Air box	1·05	Gross kilo
1799/1800/1801/1802	Casing for boiler and fire box	1·05	Gross kilo
1799/1800/1801/1802	Metallic structures	0·70	Gross kilo
	Resolution No. 80		
1372	Finished steel unions, known as drill tubing tool joints for sounding bars	2,950,00	1,000 kilos net
1385	Alloy steel unions, finished, known as drill tubing tool joints for sounding bars	2,950,000	1,000 kilos net
	Resolution No. 81		
1630	Scythes without handles	2·00	Kilo net
	Resolution No. 82		
4637	Origanum leaves	0·70	Kilo net
	Resolution No. 83		
Without number	*Para* Dichlorobenzene	291·00	1,000 kilos net
	Resolution No. 146		
4271	Anhydrous disodium hydrogen orthophosphate	179·00	1,000 kilos net
	Resolution No. 147		
646	Tyres for motor vehicles in general excluding tyres for bicycles, motor cycles, scooters and motor carts	1·30	Kilo net
646	Tyres for motor vehicles in general with white band, excluding tyres for bicycles, motor cycles, scooters and motor carts	1·60	Kilo net
643	Inner tubes for motor vehicles in general, excluding those for bicycles, motor carts, motor cycles and scooters	1·20	Kilo net
	Resolution No. 148		
Without number	Cuttlefish, fresh, frozen	0·12	Kilo net
	Resolution No. 561		
1804/1805	Universal sewing machines for multiple operations (sewing machine head with its corresponding electric motor)	160·00	
1804/1805	Stand and cabinet for universal sewing machines with multiple operations	18·00	

'Aforo' system for imports (2)

ARGENTINE CUSTOMS Administration Resolution No. 84 of February 4, 1964, modifies the procedure set out by Resolution No. 386 of June 15, 1962 (see *Board of Trade Journal* of September 14, 1962, page 593) for establishing index prices under the 'Aforo' system for imports ('aforos' – average valuations) as follows:

(1) Resolutions issued by the Director of Customs in respect of the fixing of index prices for imports shall be published in the Argentine *Official Gazette* and shall be obligatory, if after a lapse of fifteen working days from the date of publication, no objection should have been raised before the Argentine Customs Administration by official institutions direct or by private firms through their representative organizations, in which case, their application (obligatory nature), shall be effective as from the day following that on which the Argentine Customs Administration's definite resolution is published.

(2) Should no objections be raised within the stipulated period mentioned above, resolutions shall come into force on the day following the fifteen-day limit mentioned in Clause 1 above.

(3) The conditions established by resolution No. 386 of June 15, 1962, which have not been modified by the present resolution remain in force.

CANADA

'Made in Canada' ruling

THE FOLLOWING RULING has been made for Canadian Customs purposes:

Of 'a class or kind made in Canada'

Aerial ladders.

(Ruling effective May 1, 1964).

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-21-2, dated March 31, 1964.

JAPAN

Increased rates of import collateral

THE JAPANESE GOVERNMENT have announced increases effective from March 18, 1964, in the amounts of collateral to be deposited by intending importers when applying for licences. Rates have been increased as follows: raw materials, from 1 to 5 per cent; machinery (industrial) from 1 to 5 per cent; other machinery (consumer use) from 5 to 35 per cent; materials for processing goods for export, equipment and goods for central and local government (no change), other goods 5 to 35 per cent.

In all cases deposits must be made in cash.

Further information about these details and the procedure for depositing may be obtained from Export Services Branch, Tariff Section, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 4611).

CANADA

Budget proposals for 1964-1965

THE CANADIAN Minister of Finance presented his Budget to the Canadian House of Commons on March 16, 1964. It contains proposals for changes in the Customs Tariff as set out below, which are, of course, subject to approval by the Canadian Parliament.

The Tariff changes are to take effect from March 17. *New provisions are shown in italics.*

The following items have been deleted from Schedule A:
219*a*, 326*m*, 326*n*, 399*a*, 410*c*, 410*d*, 410*e*, 683, 848, 9*i*, 156, 196, 237*a*, 356*b*, 440*m*1, 440*n*1, 440*r*, 521(2), 521(7), 521(8), 611*a*(4), 681*e* and 696*a*.
and are replaced by:

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff	Rates in Effect Prior to Rates Proposed in this Budget		
					British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
46 *a*	*Bread made with the use of yeast as the leavening substance*	Free	Free	20%	7½%	7½%	20%
219 *a*	Non-alcoholic chemicals for disinfecting, or for preventing, destroying, repelling or mitigating fungi, weeds, insects, rodents, or other plant or animal pests, n.o.p.; non-alcoholic preparations *compounded exclusively* for disinfecting or for preventing, destroying, repelling or mitigating fungi, weeds, insects, rodents, or other plant or animal pests, n.o.p.:						
	(1) When in packages not exceeding three pounds each, gross weight	Free	12½%	25%	Free	12½%	25%
	(2) Otherwise	Free	Free	15%	Free	Free	15%
225 *d*	*Montan wax*	Free	Free	10%	5%	7½%	10%
287 *b*	*Undecorated tableware of china, porcelain, semi-porcelain or white granite, including the foregoing with the surface uniformly coloured in only one hue, when for use in the manufacture of decorated tableware by kiln-fired decoration*	Free	10%	35%	Free	10%	35%
326 *m*	Articles of glass, not to include plate, sheet, machine-made tumblers *nor containers for the bottling or packaging of products*, when for use in the manufacture of cut or *decorated* glassware, under such regulations as the Minister may prescribe	Free	Free	32½%	Free	Free	32½%
					10%	22½%	32½%
					Free	15%	32½%
399 *a*	Pipes or tubes of iron or steel, commonly known as 'oil-country goods', being casing or tubing and fittings, couplings, thread protectors and nipples therefor; seismograph drilling bits, in sizes three and one-half inches to four and three-quarter inches inclusive; all of the foregoing for use in connection with natural gas or oil wells	5%	10%	20%	5%	10%	20%
410 *d*	Well-drilling machinery and apparatus, and parts thereof, for use in drilling for water or in prospecting for minerals, not including motive power	Free	Free	Free	Free	Free	Free
491	*Machinery and apparatus for use in exploratory or discovery work in connection with oil or natural gas wells or for the development, maintenance, testing, depletion or production of such wells up to and including the wellhead assembly or surface oil pumping unit; well-drilling machinery and apparatus for use in the exploration, discovery, development or operation of potash or rock salt deposits; these provisions shall not include automotive vehicles or chassis on which the machinery and apparatus are mounted:*						
	(1) *Belting and hose, wholly or partly of rubber, and fittings and accessories therefor whether attached or not;*						
	Casing centralizers, wall scratchers and scrapers, stop rings and cement baskets;						
	Moulded or extruded rubber products, namely cementing plugs, protectors, wipers, swab rubbers and rubber rollers for wireline guides and turnback units;						
	Screens for shale shakers;						
	Sucker rods, pony rods, polished rods, and couplings therefor;						
	Swaged nipples and bull plugs not exceeding 4 inches in outside diameter;						
	Wellhead valves, not under 2 inch or over 3 inch nominal size, rated for service in working pressures up to and including 2,000 pounds per square inch W.O.G. (water, oil, gas), excluding check valves, pressure regulators, automatic safety valves and needle valves;						
	Wire rope;						
	Parts of all the foregoing	5%	10%	20%	Various	Various	Various
	(2) *Blow-out preventers;*						
	Crown blocks and travelling blocks;						
	Elevators and elevator links;						
	Fishing tools;						
	Flanged casing heads;						
	Masts or derricks for drilling, servicing or work-over rigs;						
	Rotary tables;						
	Screwed casing heads for surface casings exceeding 10¾ inches in outside diameter, or rated for service in working pressures exceeding 2,000 pounds per square inch W.O.G. (water, oil, gas);						
	Swivels;						
	Well logging equipment;						
	Well perforating equipment;						
	Wellhead valves over 3 inch nominal size, or rated for service in working pressures exceeding 2,000 pounds per square inch W.O.G. (water, oil, gas);						
	Well-packers;						
	Parts of all the foregoing	Free	Free	Free	Free	Free	Free
	(3) *Drilling, servicing or work-over rigs, assembled or not;*						
	Draw works;						
	Slush pumps;						
	Motive power and drive groups for operating slush pumps, draw works or rotary table	Free	Free	Free	Free	Free	Free
	(4) *All other machinery and apparatus, and parts thereof; parts of goods enumerated in* (3) *of this item:*						
	(a) *Of a class or kind made in Canada*	5%	10%	20%	Free	Free	Free
	(b) *Of a class or kind not made in Canada*	Free	Free	Free	Free	Free	Free
492	*Bolted steel tanks;*						
	Chemical injection pumps;						
	Chokes, beans and flow controllers;						
	Separators and treaters, oil, gas or water;						
	All the foregoing for use in connection with oil or natural gas wells for installation between the wellhead assembly or surface oil pumping unit and the field marketing valve:						
	(1) *Of a class or kind made in Canada; parts thereof*	5%	10%	20%	10%	22½%	35%
					Free	Free	Free
	(2) *Of a class or kind not made in Canada; parts thereof*	Free	Free	Free	10%	22½%	35%
					Free	Free	Free
492 *a*	*Drilling mud and additives therefor for use in drilling for oil, natural gas, potash or rock salt*	Free	Free	Free	Free	Free	Free
					Free	Various	Various
492 *b*	*Machinery and apparatus for use in the distillation or recovery of products from natural gas:*						
	(1) *Of a class or kind made in Canada; parts thereof*	5%	15%	25%	Free	10%	12½%
	(2) *Of a class or kind not made in Canada; parts thereof*	Free	Free	Free	Free	10%	12½%
492 *c*	*Machinery and apparatus for use in producing unrefined oil from shales or for operating oil-sands by mining operations or for extracting oil from the sands so mined:*						
	(1) *Of a class or kind made in Canada; parts thereof*	5%	10%	20%	Free	Free	Free
					10%	22½%	35%
	(2) *Of a class or kind not made in Canada; parts thereof*	Free	Free	Free	Free	Free	Free

CANADA, continued

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff	Rates in Effect Prior to Rates Proposed in this Budget: British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
492 *d*	*Materials for use in the manufacture of the goods specified in tariff items* 491, 492, 492*a*, 492*b* and 492*c*	Free	Free	Free	Free	Free	Free
683	Barytes	Free	20%	25%	Various Free	Various 25%	Various 25%
848	*Drilling bits, n.o.p., and parts thereof*, for use in exploratory or discovery work in connection with, and development, depletion and production of petroleum or natural gas wells	Free	Free	Free	Free	Free	Free
9 *l*	Feeds for use exclusively in the feeding of trout	Free	Free	25%	Free	Free	25%
	On and after July 1, 1966	15%	20%	25%	15%	20%	25%
					(on and after July 1, 1964)		
156	(1) Whiskey per gallon of the strength of proof	$4·50	$5·00	$10·00	$4·50	$5·00	$10·00
	and in addition thereto, under all tariffs, $9·00 per gallon of the strength of proof.						
	(2) Gin, n.o.p. per gallon of the strength of proof	$4·50	$5·00	$10·00	$4·50	$5·00	$10·00
	and in addition thereto, under all tariffs, $9·00 per gallon of the strength of proof.						
	(3) Rum, n.o.p. per gallon of the strength of proof	$4·50	$6·00	$10·00	$4·50	$6·00	$10·00
	and in addition thereto, under all tariffs, $9·00 per gallon of the strength of proof.						
	(4) Brandy per gallon of the strength of proof	$4·00	$4·00	$10·00	$4·00	$4·00	$10·00
	and in addition thereto, under all tariffs, $9·00 per gallon of the strength of proof.						
	(5) Liqueurs per gallon of the strength of proof	$4·50	$4·50	$10·00	$4·50	$4·50	$10·00
	and in addition thereto, under all tariffs, $9·00 per gallon of the strength of proof.						
	(6) Ethyl alcohol, or the substance commonly known as alcohol, hydrated oxide of ethyl or spirits of wine, n.o.p.; spirituous or alcoholic liquors, n.o.p.; absinthe, arrack or palm spirit, artificial brandy and imitations of brandy, n.o.p.; cordials of all kinds, n.o.p.; mescal, pulque, rum shrub, schiedam and other schnapps; tafia, and alcoholic bitters or beverages, n.o.p.; and wines, n.o.p., containing more than forty per cent of proof spirit per gallon of the strength of proof	$5·00	$10·00	$10·00	$5·00	$10·00	$10·00
	and in addition thereto, under all tariffs, $9·00 per gallon of the strength of proof.						
	When the goods specified in item 156 are of greater or less strength than the strength of proof, the measurement thereof and the amount of duty payable thereon shall be increased or decreased in proportion for any greater or less strength than the strength of proof.						
196	*Newsprint* paper	Free	Free	25%	Free	Free	25%
237 *a*	Deuterium oxide or heavy water; uranium in the form of pigs, ingots, billets or bars	Free	Free	25%	Free	Free	25%
	On and after July 1, 1966	Free	15%	25%	Free	15%	25%
					(On and after July 1 1964)		
356 *b*	Nickel chromium, in bars or rods not more than three-fourths of an inch in diameter containing more than fifty per cent nickel and more than ten per cent chromium, of a class or kind not made in Canada, for use in the manufacture of electric resistance wire and electric resistance strip or ribbon	Free	Free	Free	Free 15%	Free 20%	Free 25%
440 *m*	Aircraft, not including engines, under such regulations as the Minister may prescribe:						
	1. When of types or sizes not made in Canada	Free	Free	27½%	Free	Free	27½%
	On and after July 1, 1965	Free	15%	27½%	Free	15%	27½%
					(On and after July 1, 1964)		
440 *n*	Aircraft engines, when imported for use in the equipment of aircraft:						
	1. When of types or sizes not made in Canada	Free	Free	27½%	Free	Free	27½%
	On and after July 1, 1965	Free	15%	27½%	Free	15%	27½%
					(On and after July 1, 1964)		
440 *r*	Auxiliary power units; Bars, tubes, extrusions of aluminium, aluminium alloys and magnesium alloys; Batteries; Bolts, cocks, cotter pins, eyelets, nuts, pins, rivets, screws, turnbuckles and clevis, washers; Brakes, with related operating gear; Carburettors; Direct or inertia starters with or without related operating gear; Distributors; De-icing and anti-icing equipment; Electric generators; Electric lamps; Exhaust gas analyzers; *Fittings and couplings;* Fuel pressure warning devices; Forgings and castings; Hinges; Hydraulic jacks; Hydraulic pumps; Ignition coils; Instruments; Landing and navigation lights; Magnetos; Oil coolers; Pressure fire extinguishers; Primer pumps; Propellers and helicopter rotors; Radio for navigation and air traffic communication; Seats; Spark plugs; Steel tubing; Swaged wires and tie rods; Tyres and tyre inner tubes; Vacuum pumps with related operating gear; Voltage control boxes; Wheels; Parts of all the foregoing; All of the foregoing when of types or sizes not made in Canada and for use in aircraft, aircraft engines, airborne aircraft equipment, or parts of aircraft, aircraft engines, or airborne aircraft equipment	Free	Free	27½%	Free 15%	Free 20%	27½% 30%
521	Yarns and rovings, including threads, cords and twines, wholly of cotton:						
	(2) *For use in the manufacture of cotton sewing thread* or Schiffli embroidery thread:						
	(a) Singles	Free	10%	15%	Free 10%	10% 15%	15% 30%
	(b) Plied	5%	10%	20%	5% 10%	10% 15%	20% 30%
681 *c*	Cobalt-bearing scrap for recovery of the cobalt and attendant by-products	Free	Free	Free	Free 15%	Free 20%	Free 25%
691 *a*	*Communion wafers or unleavened bread for sacramental purposes*	Free	Free	Free	15%	20%	25%
696 *a*	Moving picture films, sound or silent, separate sound film track, slides and slide films, positive or negative, and sound recordings for use therewith; Sound recordings for use by educational, scientific or cultural institutions or societies; Sound recordings other than for sale or rental; Models, static and moving; *Video tape recordings;* Wall charts, maps and posters; All the foregoing when certified by the Government or by a recognized representative authority of the Government of the country of production or by an appropriate representative of the United Nations Educational, Scientific and Cultural Organization as being of an international educational, scientific or cultural character; Under such regulations as the Minister may prescribe	Free	Free	Free	Free 15%	Free 20%	Free 30%

CANADA, continued

Schedule B to the Customs Tariff is amended by the deletion of item 1047 and the insertion of the following item:

Item No.	Goods	When Subject to Drawback	Portion of Duty (not including Special Duty or Dumping Duty) payable as Drawback
1007	*Machine-made tumblers of glass, not cut nor decorated*	*When used in the manufacture of cut or decorated tumblers; provided that no drawback shall be paid under this item unless at least twenty-five per cent of the cost of producing the finished article has been incurred in Canada* . .	60%

AUSTRIA

Increase in customs duty on hens' eggs

THE AUSTRIAN *Bundersgesetzblatt* of March 3, 1964, publishes a Government Order which came into force on March 9, supplementing the customs import duty for hens' eggs classified under tariff heading 04.05A as follows:

Where the customs value is below 957 schillings per 100 kg., the customs import duty on hens' eggs classified under tariff heading 04.05A is increased from 320 schillings per 100 kg. by the difference between 957 schillings and the customs value per 100 kg. The increased customs import duty may not however exceed 960 schillings per 100 kg.

Any inquiries arising from this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 458, 459, 461).

BELGO-LUXEMBOURG ECONOMIC UNION

Import duty tariff quotas

A BELGIAN Ministerial Order of March 19, 1964 (*Moniteur Belge* No. 59 of March 21) contains an addition to the list of goods to be admitted free or at a reduced rate of import duty during 1964 up to an annual quota specified against each item when imported from *non-EEC* countries. Goods imported under a duty tariff quota may *not* be re-exported from the Belgo-Luxembourg Economic Union in the condition in which they were imported.

The Order came into force with retroactive effect from February 15, 1964.

Addition

Tariff	Description of Goods	Annual Quota (Quantity: Metric tons)		Duty-free or Reduced Duty (Per cent)	
		OLD (Prior to January 1, 1964)	NEW (From January 1, 1964)	OLD (Prior to January 1, 1964)	NEW (From January 1, 1964)
ex 73.01 B II b	Haematite pig iron and cast iron, containing not more than 0·04% by weight of manganese, 0·035% by weight of phosphorus, and 0·03% by weight of sulphur (ECSC products). .	—	8,750	—	5

A previous notice on the Belgo-Luxembourg Import Duty Tariff Quotas was published in the *Board of Trade Journal* of March 27, page 708.

THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS Ministerial Order No. D4/2160 of March 20, 1964 (*Nederlandse Staatscourant* No. 57 of March 20), contains an addition (reproduced below) to the list of goods to be admitted free or at a reduced rate of import duty up to an annual quota specified against each item when imported from *non-EEC* countries. Goods imported under the terms of this Order may *not* be re-exported from The Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated).

The Order came into force on March 23, 1964.

Addition

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Duty-free or Reduced Duty (Per cent)	
		OLD (Prior to January 1, 1964)	NEW (From January 1, 1964)	OLD (Prior to January 1, 1964)	NEW (From January 1, 1964)
ex 73.01 B II b	Haematite pig iron and cast iron, containing not more than 0·04% by weight of manganese, 0·035% by weight of phosphorus, and 0·03% by weight of sulphur	—	5,250*	—	5

* Quota for the period from February 15, 1964, to December 31, 1964 (inclusive).

A previous notice on The Netherlands Import Duty Tariff quotas was published in the *Board of Trade Journal* of March 27, page 708.

EUROPEAN ECONOMIC COMMUNITY

Translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from H.M. Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to H.M. Stationery Office, P.O. Box 569, Cornwall House, London, S.W.1.

Regulation No. 93/63 Fixing the supplementary amount which may be refunded, pursuant to Article 8 of the Council's Regulations Nos. 21 and 22, on exports to third countries of products falling within Article 1 of the said Regulation.

Price 5d.

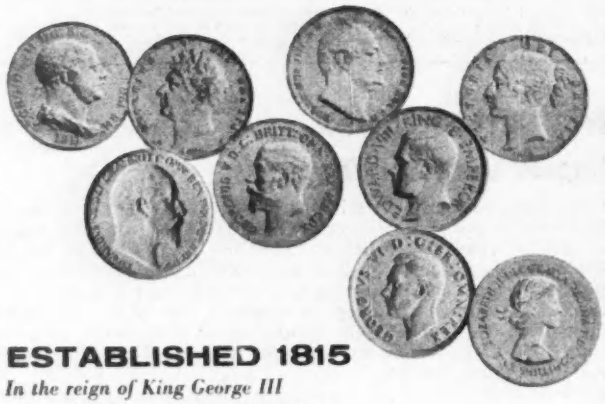
(*Continued on page* 811)

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of the Tariff, Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by Continents as far as possible. The leading notice is selected on the basis of its overall importance to traders. The fact that a country occasionally appears out of context arises from technical modifications unavoidable in the making-up of these pages.

Thro' Nine Reigns–

W. Wingate & Johnston Ltd.



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EUROPEAN ECONOMIC COMMUNITY continued

Regulation No. 94/63 On the transitional provisions applicable to certain pigmeat products placed in customs warehouses in the Federal Republic of Germany before September 2, 1963. Price 5d.

Regulation No. 95/63 Fixing the supplementary amount which may be refunded pursuant to Article 11 of the Council's Regulation No. 20 on exports to third countries of products falling within Article 1 (1) of the said Regulation. Price 5d.

Regulation No. 97/63 Laying down the methods and conditions of issue of import documents for certain products derived from pigmeat. Price 8d.

IRAN

Import/export and exchange control regulations

THE BRITISH EMBASSY in Tehran has reported preliminary details of the new regulations for the Iranian year 1343 (March 21, 1964, to March 20, 1965). The regulations came into effect on March 28, 1964.

Principal amendments are as follows:

(a) Import of the following items, which was previously prohibited or allowed only under Decree No. 6564 of July 14, 1963, has been declared to be authorized. (Tariff numbers are shown in brackets where necessary.)
Coolers (839 A 3)
Refrigeration trucks
Vanettes of up to one ton
Three-wheeled vans
Lorries of nine tons and above
Tipper and garbage trucks
Chassis for three-wheeled vans

Also authorized, subject to the prior permission of the Ministry of Economy, are imports of chassis for the local assembly of lorries, buses, autocars and tankers, and alcoholic drinks considered necessary by the Ministry for the Tourist Industry.

The Central Bank of Iran has announced that all goods newly placed on the list of authorized imports must be imported on letter of credit terms, the importer placing a deposit of 100 per cent with the bank (except for imports of sugar, for which the minimum deposit is 40 per cent – see (b) below).

(b) Trading in sugar, hitherto a Government monopoly, has been freed.

(c) Commercial Benefit Tax has been adjusted on a variety of items. (Full details are not yet available.)

Further details will be published as necessary.

All inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

SIERRA LEONE

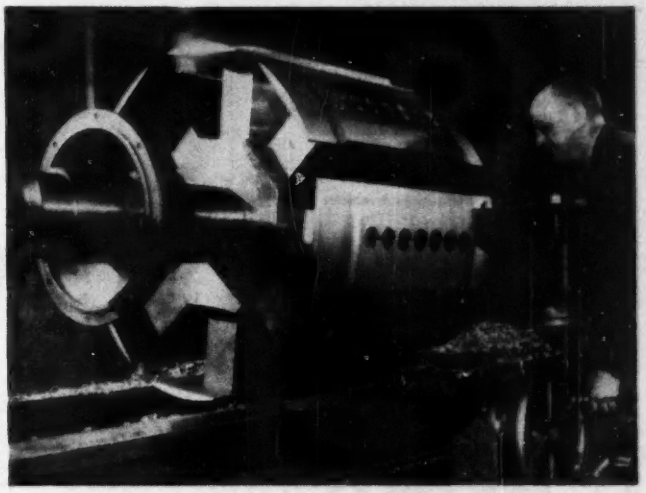
New decimal currency — accounting documents

GOVERNMENT NOTICE No. 335 published in the Sierra Leone *Gazette* notifies for general information that the accounting documents referred to in Government Notice No. 1242 published in the *Board of Trade Journal* of January 17, 1964 (page 123) do not include Customs certified invoices which heretofore have been accepted in the currency of the country of origin of the goods to which they relate.

Continued in next column.

Money order service with Spain

THE General Post Office have announced that the money order service to Spain which was suspended in September 1936 during the Civil War has been resumed. The Spanish postal authorities will accept money orders for payment in Fernando Po, Ifni, Rio Muni, Spanish Sahara and the Republic of Andorra.



A 560 kW. alternator armature core, part of a diesel generating set which will supply electricity to a township in Persia, being turned at the Witton, Birmingham, works of Higgs Motors Ltd.

Revised customs tariff

THE Sierra Leone Customs Tariff (Amendment) (No. 2) Order, 1964, published in a Supplement to the Sierra Leone *Gazette* on March 25, 1964, revokes the First Schedule to the Customs Tariff Act and replaces it by the following:

THE FIRST SCHEDULE

Import duties

Item No.	Goods	Unit	Preferential Tariff	General Tariff
1	Aerated and mineral waters	Imp. gal.	1s. 6d.	2s. 0d.
2	Aircraft, etc.:			
	(a) Aircraft and accessories and parts thereof		1½% *ad val.*	2½% *ad val.*
	(b) Instruments, lighting apparatus and equipment and ground signs imported solely for use on landing places for aircraft for assistance in air navigation		1½% *ad val.*	2½% *ad val.*
3	Apparel:			
	(a) Cardigans, jerseys, pullovers and shirt)	each	1s. 9d. or 28½% *ad val.* whichever is higher	2s. or 32½% *ad val.* whichever is higher
	(b) Singlets, chemises, undervests and similar garments	each	7½d. or 28½% *ad val.* whichever is higher	9d. or 32½% *ad val.* whichever is higher
	(c) Discarded clothing accepted as such by the Comptroller of Customs and Excise	lb.	2s. 6d.	2s. 6d.
3A	Arms of all types including firearms and air guns, and ammunition		36½% *ad val.*	40% *ad val.*
4	Asphalt:			
	(a) Pitch	lb.	½d.	½d.
	(b) Tar	Imp. gal.	2d.	3d.
5	Bags for use in the exportation of West African Produce	100 lb. net	5s. 3d.	7s. 0d.
6	Beer, ale, stout and porter	Imp. gal.	16s. 7½d.	17s. 6d.
7	Bicycles and tricycles		6½% *ad val.*	7½% *ad val.*
7A	Biscuits (sweet) and bakery products		31½% *ad val.*	32½% *ad val.*
8	Broadcast receivers, excluding batteries		16½% *ad val.*	17½% *ad val.*
8A	Builders' woodwork:			
	Panel doors		36½% *ad val.*	40% *ad val.*
8B	Building materials:			
	(i) Nails, excluding roofing nails	cwt.	£1 5s. or 32½% *ad val.* whichever is higher	£1 5s. or 32½% *ad val.* whichever is higher
	(ii) Lumber, i.e. timber roughly sawn but not otherwise worked	cub. ft.	2s. 6d. or 20% *ad val.* whichever is higher	2s. 6d. or 20% *ad val.* whichever is higher
9	Candles, night lights and tapers	100 lb.	12s. 6d.	15s. 0d.
10	Carriages, carts and wagons:			
	(a) Motor cars (including dual purpose vehicles such as station wagons and kit cars), motor cycles and trailers for use with motor cycles, including accessories, tools and implements (but not spare parts) imported with such motor cars, motor cycles and trailers and included in the purchase price of the same		15% *ad val.*	20% *ad val.*

Item No.	Goods	Unit	Preferential Tariff	General Tariff
	(b) Motor vehicles (except motor cars and motor cycles) and trailers (except trailers for use with motor cycles), including accessories, tools and implements (but not spare parts) imported with such motor vehicles and trailers and included in the purchase price of the same		10% *ad val.*	15% *ad val.*
	(c) Parts and accessories for vehicles		17½% *ad val.*	20% *ad val.*
10A	Cement	ton	£1 10s. or 20% *ad val.* whichever is higher	£1 10s. or 20% *ad val.* whichever is higher
11	Cider and perry	Imp gal.	7s. 0d.	8s. 0d.
12	Cinematograph films: Provided that no Customs duty shall be charged on the importation into Sierra Leone of: (a) any cinematograph film, slide, or sound recording of an educational, cultural or scientific character which is certified by the Board of Control appointed under the Cinematograph Exhibitions Ordinance to be of such character, or (b) any cinematograph film (with or without sound track, and whether imported in negative form, exposed and developed, or in positive form printed and developed) depicting recent events and imported by an educational, cultural or scientific organization approved by the Board of Control appointed under the Cinematograph Exhibitions Ordinance.	100 ft.	1s. 9d.	2s. 0d.
12A	Concentrated and essences which in the opinion of the Comptroller of Customs are imported for the purpose of manufacturing non-alcoholic beverages: (a) alcoholic concentrates and essences	lb.	£3 0s. 0d.	£3 0s. 0d.
	(b) non-alcoholic concentrated and essences	lb.	£1 12s. 0d.	£1 12s. 0d.
	Provided that any person may by notice in writing to the Comptroller and with his consent exercise an irrevocable option to pay duty under item 13A, 37 (a) and 46 in respect of crown corks used in the bottling of non-alcoholic beverages and of concentrates used in the manufacture of such beverages, and thereupon such person shall not be required to pay duty under this item.			
13	Confectionery		40⅔% *ad val.*	45% *ad val.*
13A	Crown corks which in the opinion of the Comptroller of Customs are imported for the purpose of bottling non-alcoholic beverages	each cork	1d.	1d.
	Provided that any person may by notice in writing to the Comptroller of Customs and with his consent exercise an irrevocable option to pay duty under item 12A and thereupon shall not be required to pay duty under this item on crown corks used for the bottling of non-alcoholic beverages made from concentrates and essences charged with duty under that item.			
14	Cordage and twine		6⅓% *ad val.*	7⅓% *ad val.*
14A	Dynamite and cognate substance for mining purposes, but excluding gunpowder	lb.	2d.	2d.
14B	Eggs, fresh	dozen	1s. 6d.	1s. 6d.
14C	Footwear – Plastic sandals	pair	1s. 9d. or 28⅓% *ad val.* whichever is higher	2s. 0d. or 32½% *ad val.* whichever is higher
14D	Fireworks		31⅓% *ad val.*	35% *ad val.*
14E	Furniture (wooden)		46⅔% *ad val.*	50% *ad val.*
15	Grease	100 lb.	12s. 6d.	15s. 0d.
16	Gunpowder	lb.	2s. 0d.	2s. 0d.
17	Holloware, domestic, of base metals		13⅓% *ad val.*	15% *ad val.*
18	Implements and tools (excluding kitchen utensils): (a) Agricultural and horticultural		1⅔% *ad val.*	2½% *ad val.*
	(b) Artisans and labourers		1⅔% *ad val.*	2½% *ad val.*
18A	Jewellery, including imitation jewellery		41⅔% *ad val.*	45% *ad val.*
19	Lamps and lanterns (excluding electric and parts thereof)		17⅓% *ad val.*	20% *ad val.*
20	Machinery, plant and equipment as specified:			
	(a) Electric lighting and power for industrial purposes		1⅔% *ad val.*	2½% *ad val.*
	(b) Marine		6⅓% *ad val.*	7½% *ad val.*
	(c) Mining and gold dredging; special duty vehicles such as dumpers exclusively for mining and accepted as such by the Comptroller of Customs and Excise		1⅔% *ad val.*	2½% *ad val.*
	(d) Other industrial and manufacturing		1⅔% *ad val.*	2½% *ad val.*
	(e) Railway, tramway and rolling-stock (as the last term is defined under Section 2 of the Marampa Railway and Harbour Works Construction Ordinance (Cap. 136) not particularly exempted in the Second Schedule		1⅔% *ad val.*	2½% *ad val.*
	(f) Water boring		1⅔% *ad val.*	2½% *ad val.*
	(g) (i) Accessories, appliances and parts which the Comptroller of Customs and Excise is satisfied are for use exclusively with any machinery, plant and equipment detailed above, excluding marine		4% *ad val.*	8% *ad val.*
	(ii) Accessories, appliances and parts which the Comptroller of Customs and Excise is satisfied are for use exclusively with any marine machinery, plant and equipment		6% *ad val.*	12% *ad val.*
	(h) *Notes:* (i) The term 'machinery' means machines consisting of a combination of moving parts and mechanical elements which may be put in motion by physical or mechanical force, admitted as such by the Comptroller of Customs. (ii) The term 'plant' means the prefabricated fixtures, but not including buildings, admitted as such by the Comptroller of Customs.			
21	Manures of all kinds, insecticides, fungicides, vermin killers and disinfectants; and all other substances which the Comptroller of Customs is satisfied are imported exclusively for use as manures, or as remedies for diseases of, or preventives of insect attacks on, plants and animals		1⅔% *ad val.*	2½% *ad val.*
22	Matches in boxes containing 80 matches or less (matches in boxes containing a greater quantity than 80 matches each to be charged in proportion)	Gross boxes	8s. 0d.	8s. 6d.
	Note: For the purpose of this item four books of matches shall be regarded as a box provided each book contains not more than 20 matches.			
23	Mosquito netting, including mosquito nets, made up of mesh not larger than 12 by 12 to the square inch; and mosquito proof gauze, made up of mesh not larger than 18 by 18 to the square inch		1⅔% *ad val.*	2½% *ad val.*
24	Musical instruments: (a) Radiograms, pick-ups, gramophones and gramophone records		40% *ad val.*	45% *ad val.*
	(b) Other, excluding broadcast receivers		35% *ad val.*	40% *ad val.*
25				
25A	Newsprint	ton	10s. 0d.	£1 0s. 0d.
26	Oil: (a) Fuel	Imp. gal.	1s. 6d.	1s. 6d.
	(b) Illuminating	"	1s. 0d.	1s. 0d.
		at 80° F.		
	(c) Lubricating	Imp. gal.	1s. 0d.	1s. 0d.
	(d) Motor spirits	Imp. gal. at 80° F.	2s. 0d.	2s. 0d.
26A	Optical instruments and apparatus; projectors, cameras, binoculars, telescopes, photo and cinema apparatus		36⅔% *ad val.*	40% *ad val.*
27	Painters' colours and materials: (a) Paints		40% *ad val.*	40% *ad val.*
	(b) Colours, paint oils, polishes, lacquers, liquid dryers and varnishes		8⅓% *ad val.*	10% *ad val.*
	(c) Creosote, solignum and other			

(*Continued on page 815*)

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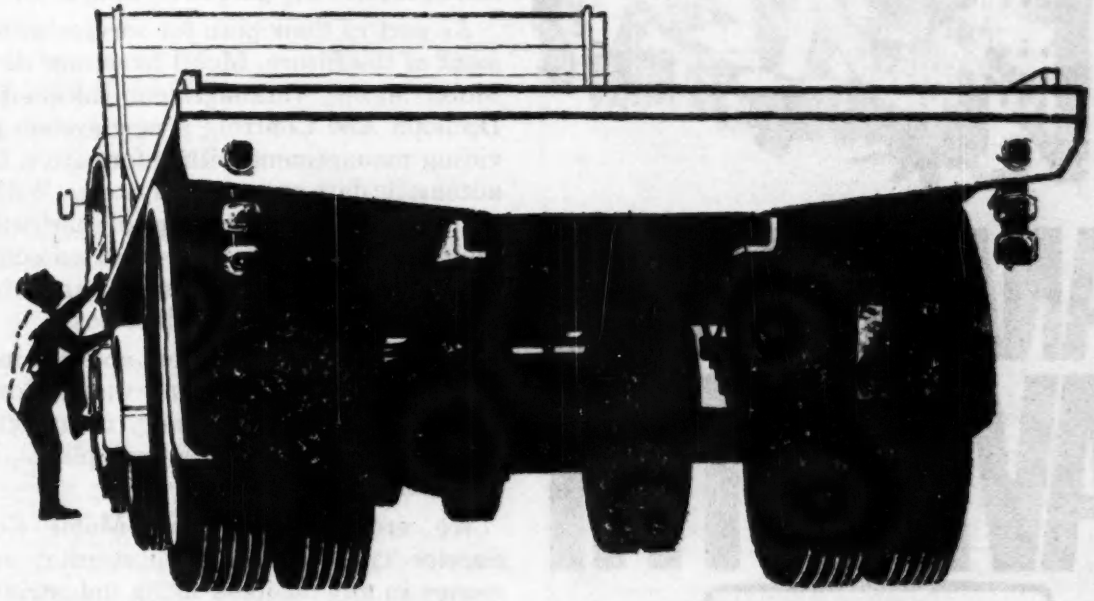

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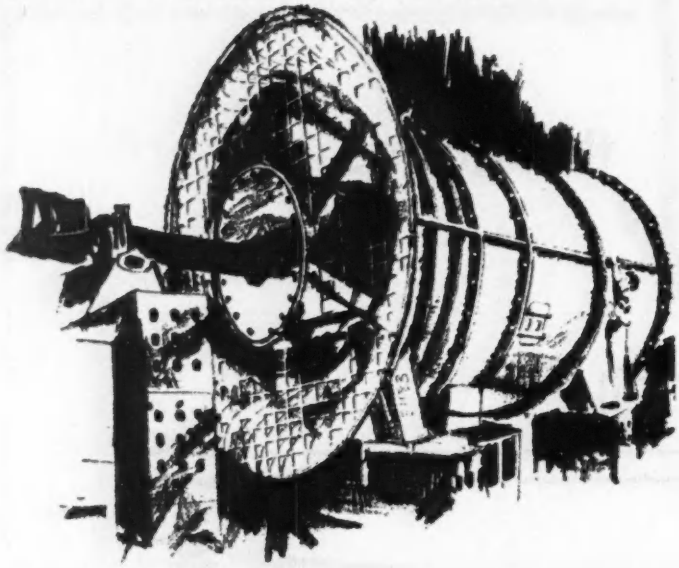

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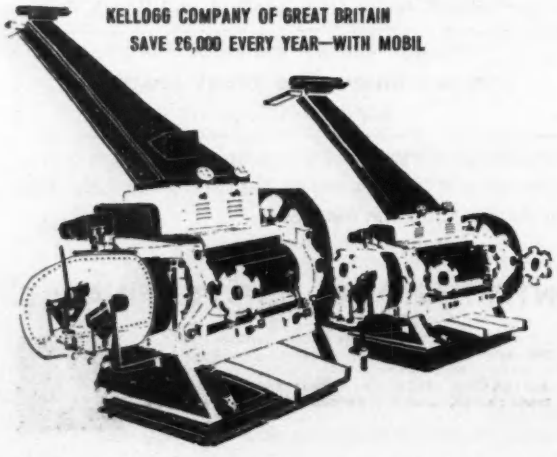

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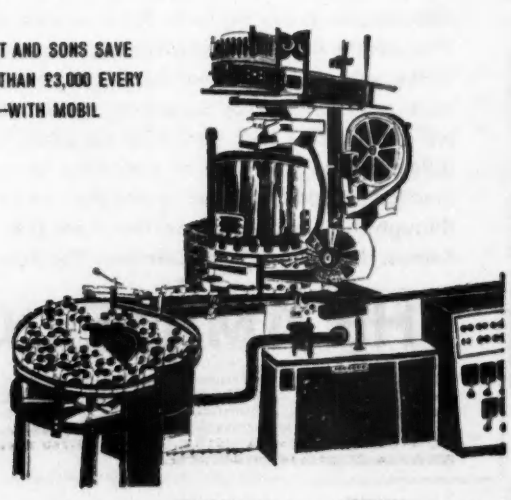

Item No.	Goods	Unit	Preferential Tariff	General Tariff
	wood preservatives and preparations for water proofing: turpentine, substitutes therefor and thinners		6¼% *ad val.*	7½% *ad val.*
28	Perfumery, cosmetics and toilet preparations (not including dentifrices, mouth washes, toilet soaps or articles liable to duty as spirits)		55% *ad val.*	60% *ad val.*
29	Piece-goods:			
	(a) Of cotton:			
	(1) Bleached	Sq. yd.	5½d.	6d.
	(2) Coloured, dyed or printed	Sq. yd.	7d.	8d.
	(3) Grey excluding American grey commonly known as tent cloth	Sq. yd.	4½d.	5d.
	(4) Velveteen and other pile fabrics		23½% *ad val.*	27½% *ad val.*
	(5) Interlock fabric	lb.	4½d.	5d.
	(6) Fents	lb.	1s. 9d.	2s. 0d.
	(7) American grey commonly known as tent cloth	Sq. yd.	2½d.	3d.
	(b) Of artificial silk or natural silk:			
	(1) Excluding fents		29% *ad val.* or 7d. per sq. yd. whichever is higher	33½% *ad val.* or 8d. per sq. yd. whichever is higher
	(2) Fents		29% *ad val.* or 1s. 9d. per lb. whichever is higher	33½% *ad val.* or 2s. 0d. per lb. whichever is higher
	NOTE: Artificial silk shall include rayon and other synthetic fibres.			
	(c) Of wool		23½% *ad val.*	27½% *ad val.*
30	Printing machines, parts and appliances, printing ink and printing materials (except printing paper) admitted as as such by the Comptroller of Customs		1¼% *ad val.*	2½% *ad val.*
31				
32	Rubber tyres for vehicles, including inner tubes, and rubber and rubber compounds used in the retreading of tyres		8¾% *ad val.*	10% *ad val.*
33	Salt, common, excluding table	cwt.	1s. 3d.	1s. 6d.
34				
35	Sewing machines		12½% *ad val.*	15% *ad val.*
36	Soap:			
	(a) Toilet		28¾% *ad val.*	32½% *ad val.*
	(b) Other		17½% *ad val.*	20% *ad val.*
37	Spirits:			
	(a) Whisky, brandy, gin, rum, and other potable spirits, but not including medicinal preparations	Imp. gal.	£7 4s. 3d.	£7 5s. 6d.
	(b)			
	(c) Medicinal preparations containing more than 10% of pure alcohol and not specifically exempted under the Second Schedule	Imp. gal.	£2 17s. 3d.	£2 18s. 6d.
	(d) Methylated spirit when the Comptroller of Customs is satisfied that the spirit is intended solely for industrial, medical or scientific purposes and is not intended for sale		1s. 1½d.	1s. 3d.
	(e) Methylated spirit, other	Imp. gal.	£2 16s. 7d.	£2 17s. 2d.
	(f) Perfumed toilet preparations, washes and dentifrices	Imp. gal.	£3 18s. 4½d. or 55% *ad val.* whichever is higher	£4 6s. 9d. or 60% *ad val.* whichever is higher
	(g) Other non potable spirits	Imp. gal.	1s. 1½d.	1s. 3d.
	NOTE: Any liquor containing not more than 1% of pure alcohol shall be deemed to be non-alcoholic.			
38	Sugar	lb.	2d.	2d.
38A	Tiles – concrete, for floors		36½% *ad val.*	40% *ad val.*
39	Tobacco:			
	(a) Unmanufactured	lb.	4s. 0d.	4s. 0d.
	(b) Manufactured:			
	(1) Cigars	lb.	15s. 6d.	15s. 6d.
	(2) Cigarettes:			
	(i) Manufactured in the Territories listed in the Fifth Schedule from listed territories grown tobacco	lb.	£1 10s. 0d.	
	(ii) Manufactured in the Territories listed in the Fifth Schedule from foreign tobacco	lb.	£1 11s. 0d.	
	(iii) Manufactured in foreign countries	lb.		£1 12s. 0d.
	Provided that with respect to cigarettes manufactured in the Territories listed in the Fifth Schedule which contains a blend of listed Territories and foreign tobacco, the duty thereon shall shall be at a rate proportioned to the percentage of each tobacco, the percentage of Listed Territories and foreign tobacco being charged respectively at the rates under (i) and (ii).			
	(3) Snuff	lb.	10s. 5d.	10s. 11d.
	(4) Other manufacured tobacco:			
	(i) Manufactured in the Territories listed in the Fifth Schedule from listed Territories grown tobacco	lb.	14s. 6d.	
	(ii) Manufactured in the Territories listed in the Fifth Schedule from foreign tobacco	lb.	15s. 0d.	
	(iii) Manufactured in foreign countries	lb.		16s. 0d.
	Provided that with respect to tobacco manufactured in the Territories listed in the Fifth Schedule which contains a blend of Listed Territories and foreign tobacco, the duty there on shall be at a rate proportioned to the percentage of each tobacco, the percentage of Listed Territories and foreign grown tobacco being charged respectively at the rates under (i) and (ii).			
40	Umbrellas and parasols		27½% *ad val.* or 4s. each whichever is higher	30% *ad val.* or 4s. each whichever is higher
41	Vessels, including lighters, boats, canoes, trawlers and steam and other launches, imported with their necessary fittings and tackle such as masts, oars, sails, anchors, chains, and fishing nets and gear therefor, Materials for use in the construction or repair of all such vessels when admitted as such by the Comptroller of Customs		6¼% *ad val.*	7½ *ad val.* %
42	Water tanks and vats and readymade spare parts		1¼% *ad val.*	2½% *ad val.*
43	Wines:			
	(a) Sparkling	Imp. gal.	£3 3s. 0d.	£3 10s. 0d.
	(b) Still	Imp. gal.	£1 4s. 0d.	£1 6s. 0d.
44				
45	Yarn:			
	(a) Of artificial silk or natural silk	lb.	5d.	6d.
	(b) Of cotton	lb.	5d.	6d.
	(c) Of wool	lb.	1s. 3d.	1s. 6d.
	NOTE: For the purpose of this item the term 'yarn' shall not include yarns and threads for sewing, crocheting and embroidering.			
46	All edibles, groceries, provisions, condiments and other articles ordinarily used as food for human consumption not in this Schedule particularly enumerated or in the Second Schedule particularly exempted		11½% *ad val.*	12½% *ad val.*
47	All other articles not in this Schedule particularly enumerated or in the Second Schedule particularly exempted		28¾ *ad val.*	32½% *ad val.*

TANGANYIKA

Customs tariff amendments

THE TANGANYIKA Customs Tariff Ordinance (Amendment) Act, 1964 which came into force on January 29, 1964 sets out the following amendments to the Customs Tariff. The First Schedule to the Customs Tariff is amended in relation to the items specified in the first column of the schedule below in the manner specified respectively in the remaining columns of the schedule.

Item No.	Article	Import Duty	Suspended Duty
40	Insert after paragraph (c) the new paragraph following:		
	(d) Tracing cloth or tracing linen *ad val.*	25%	
42	Delete paragraph (a) and substitute therefor the new paragraph following:		
	(a) Fishing nets and netting (not including anglers' landing nets):		
	(i) Knotted gill fishing nets of two-ply to fifteen-ply, of stretched meshes one inch to seven and a half inches manufactured from man-made multi-filament fibres *ad val.*	12½%	
	(ii) Other	Free	
48	(i) Add immediately after the letters 'n.e.s.' occurring in paragraph (e) the words 'and not including toy bicycles and toy tricycles.'		
	(ii) Insert immediately after the word 'tricycles' which appear in line 1 of paragraph (f) the words 'specified in paragraph (e) above.'		
50	Add immediately after the word 'slings' the words 'and pallets.'		
58	Delete paragraph (c) and substitute therefor the new paragraph following:		
	(c) Banding and hooping for the baling of produce and fasteners thereof:		
	(i) Baling and hooping strip	Free	17½%
	(ii) Fasteners	Free	
	Add immediately after the word 'metal' which appears in paragraph (g) a comma and the letters 'n.e.s.'		
	Insert immediately after paragraph (m) the new paragraph following:		
	(n) Mild steel strips, bars, rods and angles, excluding steel sections imported for manufacture of windows and doors:		
	(i) Round bars and rods for concrete reinforcing ¼ in. to 1¼ in. in diameter		17½%
	(ii) Bars of square cross section of thickness of ¼" to 1¼"	Free	17½%
	(iii) Angles of side width from 1 in. by 1 in. to 2½ in. by 2½ in.	Free	17½%
	(iv) Flats or strips of width ½ in. to 4½ in. and not exceeding ½ in. in thickness.	Free	17½%

Item No.	Article	Import Duty	Suspended Duty
58 A	Delete paragraph (2) and substitute therefor the new paragraph following: (2) Not of aluminium or alloy thereof: (a) Corrugated: (i) Of a thickness of ·014 inches or less	Per sq. ft. cents 10 (or 25% *ad val.* whichever is the greater).	
	(ii) Of a thickness exceeding ·014 inches	Per sq. ft. cents 10	
	(b) Flat, galvanized, including strip in coils: (i) Of a thickness of ·014 inches or less	Per sq. ft. cents 8 (or 25% *ad val.* whichever is the greater).	
	(ii) Of a thickness exceeding ·014 inches	Per sq. ft. cents 8	
	(c) Flat, uncoated, including strip in coils (i) Of a thickness of ·014 or less	Per sq. ft. cents 3 (or 12½% *ad val.* whichever is the greater).	
	(ii) Of a thickness exceeding ·014 inches	Free	
	(d) Enamelled, printed, lithographed, embossed or lacquered *ad val.*	25%	
	(3) Other	Free	
65	Delete the words 'earth pans.'		
81	Delete sub-items (d) and (g) and re-letter sub-items (e) and (f) as sub-items (d) and (e) respectively.		
91	Insert the new item following: Lime, building plaster, gypsum and plaster of Paris, not for medical purposes *ad val.*	25%	
135 A	Insert the new item following: Envelopes	Per 1,000 Shs. 4 (or 25% *ad val.* whichever is the greater).	
165	Delete the words 'or similar film' which appear in paragraph (g).		

ZANZIBAR

Importation of sugar

GENERAL NOTICE No. 114 published in the Zanzibar *Gazette* of February 8, 1964, notified that all importation of sugar into Zanzibar and Pemba from whatever sources, sterling or otherwise, is subject to special licence and that no sugar can be imported without a licence.

EQUATORIAL AFRICAN CUSTOMS UNION

Customs tariff modifications

THE *Journal Officiel* of the Republic of Chad dated February 1964 gave details of the under-noted modifications of the customs entry duties of the Equatorial African Customs Union:

Tariff No.	Description	Customs Duty
39-02	Polymerization and copolymerization products (polyethylenes, polytetrahaloethylene, polysobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloracetate, and other polvinyl derivatives, polyacrylic derivatives, and polymethacrylic derivatives, coumarone-indene resins, etc.):	
01	Polyvinyl chloride in crystal form	3%
09	Other products for moulding	3%
90	Others	10%
87-01	Tractors, including winch tractors:	
01	Power-driven cultivators	4%
	Other tractors:	
	Winch tractors:	
11	Of 4,000 kilograms or less	4%
12	Of more than 4,000 kilograms	4%
	With spark-ignition or compression-ignition engine:	
	Track-laying:	
21	Of 4,000 kilograms or less	4%
22	Of more than 4,000 kilograms	4%
	Wheeled:	
31	Agricultural	4%
	Transport carrier lorries:	
41	Of less than 4,500 c.c.	4%
42	Of 4,500 c.c. or more	3%
	Others:	
51	Of less than 4,500 c.c.	4%
52	Of 4,500 c.c. or more	3%
90	With electric motors	4%

Spare parts for motors and fishing nets for fishing vessels of 250 tons gross or less, built or finished in Equatorial African Customs Union territories are admitted free of the temporary admission taxes.

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

ETHIOPIA

Amendments to the customs tariff

THE ETHIOPIAN Minister of Finance issued on February 5, 1964, Legal Notice No. 283, which amended Articles 88, 89, 97, 110, 126, 130, 132, 141, 170 and 319 of the Customs Tariff. The duties on these articles are now as follows.

Commodity	Unit	Duty	Eth. $ or %
88	(a) Clothing and sewn articles including household linen (of cotton)	*Ad valorem*	55%
	(b) Secondhand clothing and sewn articles	Per kilogramme	7·00
89	Crepe: white, dyed or printed:		
	(1) Not over 92 cms. wide	per metre	0·60
	(2) Over 92 cms. wide (of cotton)	Per every additional 15 cms. or part thereof of width	0·10
97	Cotton piece-goods, white, dyed or printed, n.e.e.:		
	(1) Not over 92 cms. wide	Per metre	0·60
	(2) Over 92 cms. wide	Per every additional 15 cms. or part thereof of width	0·10
110	(a) Clothing and sewn articles of linen, including household linen of flax, hemp, jute and manufactures thereof (including those mixed with cotton)	*Ad valorem*	55%
	(b) Secondhand clothing and sewn articles	Per kilogramme	7·00
126	Yarns:		
	(c) Of synthetic fibres which are shown to the satisfaction of the Director to be imported for use in textile industry (*Rewording*)	Per kilogramme	0·10
130	(a) Clothing and sewn articles including household articles (of wool)	*Ad valorem*	55%
	(b) Secondhand clothing and sewn articles	Per kilogramme	7·00
132	Piece-goods for use as integral parts of industrial machinery; such as Roller cloth, Paper Mill Blanketing, Printers' Felt, Filter Cloth, etc. (of wool)	*Ad valorem*	10%
141	Blankets of cotton mixed with wool or any other fibres	Per kilogramme	2·50
170	Iron and steel: rods and bars	Per 100 kgs.	12·00
319	(e) Parts of footwear, of any material other than leather *or rubber*, imported for the purpose of local manufacture into footwear (*Rewording*)	*Ad valorem*	20%
	The following new articles are added to the Tariff:		
197	Cylinders in use or for use as containers of gas		Free
215	Grain elevators and silos, imported for the bulk storage of grain and having a capacity of not less than 50 tons, and parts and accessories thereof		Free
319	(g) Rubber soles and heels	*Ad valorem*	40%
425	Buttons, including button blanks of any material	*Ad valorem*	50%
6	Article 142 of the Tariff is deleted. (Now included in Article 141).		

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

Hints to businessmen booklets

REVISED editions of the booklets on Dahomey, Ethiopia, The Netherlands and Spain have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Directories and Notices Section, Board of Trade, Room L.G.15, 1 Victoria Street, London, S.W.1. (Tel. Sullivan 3400, Ext. 3020), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

LAOS

Customs tariff

A COPY of the new Laotian Customs Tariff has been received from H.M. Embassy in Vientiane. All inquiries should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479, 480 and 481).

CAMBODIA

Commercial inquiries from UK firms

OWING TO THE recent destruction of a large part of the British Embassy in Phnom Penh, the Commercial Section, whose records were completely destroyed, will not be able to operate normally for some time until the building has been repaired and new office furniture and equipment acquired. In the circumstances the tour of the Commercial Secretary which was to have ended in May has been curtailed and firms seeking commercial information about this market are requested to approach the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2227) rather than write direct to the Commercial Section in Phnom Penh.

CEYLON

Import of veterinary drugs

THE BOARD OF TRADE has received a copy of Import Control Notice No. 1/64 issued by the Ceylon Controller of Imports and Exports on January 10, 1964 and lists a number of veterinary drugs which may now be imported without an individual import licence.

A copy of the notice may be seen at Commercial Relations and Exports Department, Board of Trade, Room 338, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2628).

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INDIA

Budget measures affecting foreign investment

DURING his speech in the finance debate the Indian Finance Minister Mr. Krishnamachari said that the Indian Government were to do all possible to encourage foreign investment in India. One of the ways in which they intended to do this was by streamlining the administrative arrangements to deal with proposals for investment. They also realized that a foreign firm investing in India must employ a number of foreigners and therefore the Indian Government has decided to give a certain measure of tax relief to expatriates working in India. The Indian Government have also removed the disincentive to foreign firms to have their offices and representatives in India to buy goods for exports, by withdrawing the business connection principles in respect of exports. They have also made the application of tax relief to foreign technicians and to interests earned on foreign loans more flexible. The main fiscal benefit to private foreign investment in the budget flows from the decision to exempt inter-corporate dividends from super tax, this decision applies to all inter-corporate investment. Foreign firms who operate through branches and whose dividends are declared abroad are to have their tax rate increased from 63 per cent to 65 per cent. The Finance Minister also said that the policy of preferring a minority of foreign participation in any investment proposal and of making exceptions to this rule only in suitable and exceptional circumstances was to remain unchanged.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, S.W.1. (Tel. Abbey 7877, Ext. 2279).

Import licensing policy April 1963 — March 1964

ADVANCE INFORMATION about Indian import licensing policy has been received and a notice will appear in the *Board of Trade Journal* next week giving details of this policy. Meanwhile, any inquiries should be addressed to Export Services Branch, Board of Trade, Room E54, Hillgate House, Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

MALAYSIA (THE STATES OF MALAYA)

Pioneer Industries Ordinance, 1958

THE BOARD OF TRADE have been informed by cable that the Government of the States of Malaya has announced that the following industries and products have been declared Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industries	Products
(A) Chemical	(i) Calcium cyanamide
	(ii) Melamine
	(iii) Polyethylene
(B) Timber products	Plywood with treated surface

The proposal to designate these products was reported in the *Board of Trade Journal* of October 25, 1963, page 933.

All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2642), quoting reference CRE 1236/4/G.

Pioneer Industries Ordinance, 1958 (2)

THE BOARD OF TRADE have been informed by cable that the Government of the States of Malaya have announced that, subject to representations made in writing to the Minister of Commerce and Industry before April 25 in the case of (A) – (C) and May 2 in the case of (D), it is proposed to declare the following industries and products to be Pioneer Industries and Pioneer Products under

the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industries	Products
(A) Domestic electrical appliances	(i) Electric hotplates (ii) Electric rice cookers
(B) Plastics	Polyurethane foam
(C) Bedding and bedding materials	Processed kapok
(D) Mineral structural and related materials	Pre-stressed concrete pipes

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the products mentioned above should be made in the States of Malaya. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from Federal Income Tax for a period of from two to five years depending on the amount of capital invested in Malaya.

All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2642), quoting reference CRE 1236/G.

BURMA

Methods of trade

OVER THE PAST MONTHS the plans of the Burmese Government to take over all import and export trade and internal distribution in furtherance of their policy of the 'Burmese Way to Socialism' have been implemented in many ways including the stopping of imports under Open General Licence and the setting up of various corporations and boards to take over all internal and external trade (reported in the *Board of Trade Journals* for November 8, 1963, and December 13, 1963).

These Burmese Government purchasing agencies have been resorting to general tender for the bulk of their requirements but, whilst the position is still fluid, it now appears that their future dealings will wherever possible be restricted to selected firms. British firms interested in the Burmese market may find it advantageous to register as suppliers with the appropriate purchasing agencies. Current trade catalogues and price lists, FOB and CF Rangoon, should be forwarded.

The major Burmese governmental purchasing agencies and the commodities in which they deal are now as follows:

The People's Stores Corporation, 3 St. John's Road, Rangoon.	Consumer goods; raw materials for industry; and, at the same address, by the Machinery and Spare Parts Procurement Division, machinery.
Ava House (People's Stores Corporation), 232 Sule Pagoda Road, Rangoon.	Books, periodicals, stationery and office equipment.
Rangoon Drug House (People's Stores Corporation), 392/396 Merchant Street, Rangoon.	Medicines, drugs, medical stores and equipment, including dental requisites.
The Equipment Control Committee, Ministry of National Planning, Old Secretariat, Rangoon.	Motor vehicles, launches, agricultural machinery and implements, earth moving and construction equipment, electrical and workshop machinery and tools and other specialized equipment.
The Director of Procurement, Ministry of Defence, Signal Pagoda Road, Rangoon.	All defence requirements including clothing and equipment, motor and other vehicles, warlike and other stores.
Central Medical Stores Department, 57 Newlyn Road, Rangoon.	Imports for all hospitals.
Industrial Development Corporation, 53 Pyidaungsu Yeiktha Road, Rangoon.	Industrial plant.

Other state boards or corporations who still occasionally place orders for goods for their own use include:

The Road Transport Board,
New Bogale Bazaar Building,
Merchant Street,
Rangoon.

The Electricity Supply Board,
179 Lower Kemmendine Road,
Rangoon.

The Inland Water Transport Board,
50 Phayre Street,
Rangoon.

Burma Railways,
Bogyoke Street,
Rangoon.

People's Oil Industry,
622 Merchant Street,
Rangoon.

Certain other Government Departments, Boards and Corporations still have restricted authority to import supplies for their own requirements.

The final form of Burma's trading methods is still uncertain and the position remains fluid. A further reorganization of trading channels is expected and the most up-to-date information about the current position at any time can be obtained from the Board of Trade or the British Embassy, Rangoon. Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2227), quoting reference CRE 83/64.

AUSTRALIA

Revision of customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New and amended by-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
DRUGS, CHEMICALS AND MEDICINES:		
Medicines:		
Ethchlorvynol	285 (B) (1)	Free
Methoserpidine		
MISCELLANEOUS MACHINES AND APPLIANCES, viz.:		
Tools otherwise classifiable under Tariff Item 174 (X) (36), being special purpose portable pneumatic hand tools, as follows:		
Percussive tools (non-rotary), but not including chipping or scaling tools, immersible vibrators or riveters or other tools, which by simple modification (such as changing the interchangeable working tool) become commercially usable as chipping or scaling hammers, immersible vibrators or riveters	449 (A) (1)	Free
Rotary tools (non-percussive)		
Screwdrivers or nut runners		
Wrappers, wire		
Wrenches, angle		
Wrenches, ratchet		
Miscellaneous:		
Holders-on		
Impact tools as used for running bolts, nuts, studs and screws		
Saws, chain		
Scalers, needle		
Staplers (also known as tackers and rammers)		
Stunners, animal		
RUBBER, natural or synthetic:		
Compounded silicone rubber	330 (B) (1)	Free

Cancelled by-laws

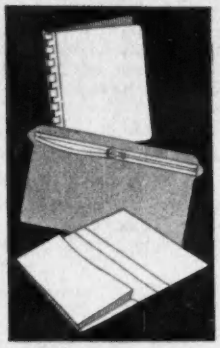
The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated.

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
DRUGS, CHEMICALS AND MEDICINES:		
Medicines:		
Phenobarbitone sodium solution	285 (A) (2)	17½% *ad val.*
VICES designed solely or principally for use with machines	208 (A) (2)	27½% *ad val.*

(Continued on next page)

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



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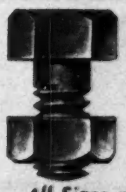

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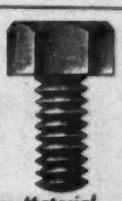

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Decisions on tariff classifications

THE AUSTRALIAN Customs and Excise announce these decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
SETS:		
Comprising hair brush, mirror and toilet comb: When packed in a container of a non-permanent nature (e.g., cheap cardboard or plastic box, collapsible plastic satchel):		
Hair brush	381 (D) (I)	3s. per doz. or 17½% *ad val.* whichever rate returns the higher duty
Mirror	309 (D)	27½% *ad val.*
Toilet comb	308	Free
*Ministerial Direction under Prefatory Note (11).		Primage Duty 10% *ad val.*

* Prefatory Note No. 11. Whenever goods are composed of two or more separate articles, even though such articles are specifically mentioned in the Tariff, the Minister may classify the goods under such item or items as he directs.

Note: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

NEW ZEALAND

Revocation of some tariff concessions

THE NEW ZEALAND Minister of Customs is reviewing the decisions approving the admission of certain machinery at concessionary rates of duty under Item 352 of the former Tariff (see *Board of Trade Journal*, July 12, 1963, page 112, and subsequent notices).

The New Zealand Customs Department have now published a list of items for which entry at concessionary rates of duty will be revoked with effect from April 1, 1964. This list comprises items covered by the notices published in the *Board of Trade Journal*, July 12, 1963, page 112, July 26, 1963, page 227, August 16, 1963, page 372, August 30, 1963, page 478, September 13, 1963, page 598, October 4, 1963, page 772, November 8, 1963, page 1050.

Details of the items concerned together with the substantive tariff rates in force from April 1, 1964, can be seen at Room E54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468). Further information: CRE Department, Board of Trade, 1, Victoria-street, London, S.W.1.

MISCELLANEOUS ADVERTISEMENTS

5/- per line, minimum 25/- payable in advance

Orders for advertisements in this section should be addressed to H.M. Stationery Office, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1.

EXPERIENCED peripatetic Overseas Sales Manager with internationally known group now considering forming his own company to represent British Manufacturers of groceries (in its broadest sense), patent medicines, and pharmaceuticals in the Near East, Middle East and Africa. He would of course co-operate with Manufacturers' existing Overseas Agents where they were considered satisfactory. Personal contact maintained annually in Africa and bi-annually in the Middle East during the last ten years. Initially only willing to accept a few genuine potential and established 'Brand Leaders'. Box No. M9967, *Board of Trade Journal*, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1.

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Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch (Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 422 of February 21 issue.

REGIONAL HELP FOR EXPORTERS

The services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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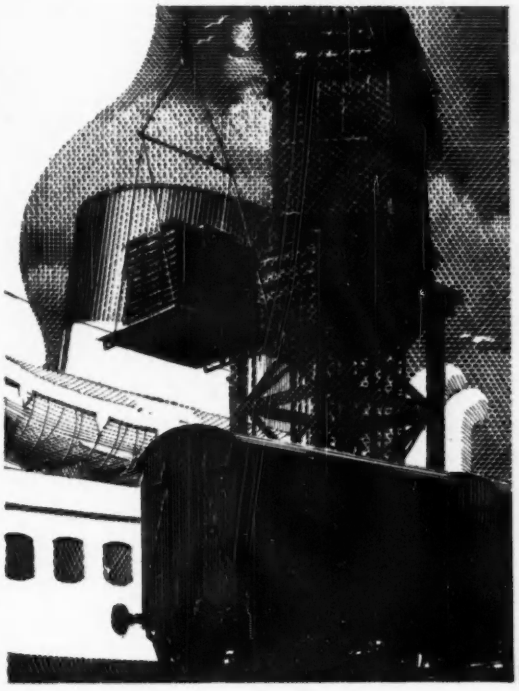

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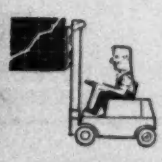

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